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# ADVERTISING AGENCIES

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada







TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	368					
Low sales value (\$000's)	(1)	(1)	47	101	250	
High sales value (\$000's)	(1)	47	101	250	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	7.8	0.3	8.7	12.0	10.1	19.9	39.2	3.9	44.4	46.4	39.0
Occupancy expenses	7.7	12.4	8.0	5.9	4.8	90.5	8.6	14.6	9.8	6.0	4.9
Depreciation	2.0	3.9	1.3	1.8	1.0	81.1	2.5	6.1	1.7	2.1	1.1
Repairs & maintenance	0.4	0.5	0.4	0.5	0.2	32.1	1.3	1.3	2.1	1.4	0.7
Heat, light & telephone	1.1	0.8	1.1	1.3	1.2	66.3	1.7	1.8	1.8	1.8	1.4
Rent	4.2	7.1	5.2	2.2	2.4	61.8	6.8	12.9	9.3	3.8	3.1
Personnel expenses	19.3	13.3	15.6	25.0	23.2	68.4	28.2	36.7	26.2	31.0	24.0
Financial expenses	2.6	2.3	2.3	3.8	2.2	89.4	3.0	2.7	2.8	4.0	2.3
Interest & bank charges	0.8	1.0	0.7	0.8	0.6	58.0	1.4	1.9	2.0	1.3	0.8
Professional fees	1.8	1.2	1.6	3.0	1.6	80.6	2.3	1.8	2.2	3.4	1.7
Other expenses	45.7	41.5	44.6	45.7	50.8	100.0	45.7	41.5	44.6	45.7	50.8
Profit (loss)	16.8	30.2	20.8	7.7	8.8	96.7	17.4	31.6	20.8	8.2	9.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7741 - Advertising Agencies

Businesses primarily engaged in creating and/or placing advertising with the publications, radio and television media. This industry includes advertising placement services, advertising services, advertising and publicity agency consulting services and sales promotion campaign services.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	308				
Low sales value (\$000's)	(1)	(1)	82	186	450
High sales value (\$000's)	(1)	82	186	450	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	53	5	13	35	158
Inventory	-	-	-	-	-
Other current assets	49	8	25	47	115
Total current assets	102	12	38	81	273
Fixed assets	21	3	6	12	64
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	15	2	15	26	18
<b>Total assets</b>	<b>138</b>	<b>17</b>	<b>59</b>	<b>120</b>	<b>354</b>
<b>Liabilities and equity</b>					
Current loans	12	4	3	7	36
Other current liabilities	70	12	26	55	187
Total current liabilities	82	16	29	61	223
Mortgages payable	-	-	-	-	-
Long term debt	-	-	-	-	1
Other liabilities	16	5	11	9	36
<b>Total liabilities</b>	<b>98</b>	<b>21</b>	<b>40</b>	<b>71</b>	<b>260</b>
<b>Total equity</b>	<b>40</b>	<b>-4</b>	<b>19</b>	<b>49</b>	<b>94</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Advertising Agencies (SIC 7741)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	308				
Low sales value (\$000's)	(1)	(1)	82	186	450
High sales value (\$000's)	(1)	82	186	450	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	0.8	1.3	1.3	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	-5.4	2.1	1.5	2.8
Interest coverage ratio (times)	12.4	1.2	17.3	17.5	11.1
Debt ratio (times)	0.7	1.2	0.7	0.6	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Advertising Agencies (SIC 7741)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	156				
Low sales value (\$000's)	(1)	(1)	137	277	598
High sales value (\$000's)	(1)	137	277	598	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	37	16	15	49	57
Depreciation	6	1	7	6	10
Other	-4	9	-6	1	-23
<b>Dividends</b>	-17	-9	-5	-12	-42
<b>Investment activities</b>					
Disposal of fixed assets	1	-	2	-	3
Purchase of fixed assets	-7	-2	-2	-6	-15
Increase in investment	-11	-7	-20	-10	-10
Decrease in investment	5	8	1	5	5
<b>Financing activities</b>					
Increase in long term debt	2	-	-	3	3
Repayment of long term debt	-2	-	-1	-3	-6
Loans from shareholders	5	-	8	1	12
Repayment of loans from shareholders	-5	-2	-4	-4	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	5
Decrease in equity	-1	-	-	-1	-2
Other	-1	-	-	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>8</b>	<b>14</b>	<b>-5</b>	<b>29</b>	<b>-14</b>
Cash & equivalents-Beginning of the year	17	19	12	16	21
Cash & equivalents - End of the year	26	33	7	45	7

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Advertising Agencies (SIC 7741)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,794	274,419	12.955	483	289
less than 20	1,618	80,786	3.918	459	273
20 - 99	124	72,714	3,509	20	12
100 - 499	40	80,770	3,668	4	4
500 and over	12	40,149	1,860	-	-
1987					
Total	2,329	420,092	20.340	546	...
less than 20	2,077	122,621	5,896	525	...
20 - 99	184	108,810	5,374	15	...
100 - 499	52	136,381	6,539	5	...
500 and over	16	52,280	2,531	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Advertising Agencies (SIC 7741)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	169				
Average sales \$	257,250	38,857	66,624	190,589	732,931
Average expense \$	238,499	26,454	62,438	171,267	693,835
Average net profit (loss) \$	18,751	12,403	4,186	19,322	39,096
Businesses reporting a profit (No.)	145				
Average sales \$	256,646	38,367	65,893	197,168	725,136
Average expense \$	225,741	22,782	55,781	165,025	659,375
Average net profit \$	30,905	15,585	10,112	32,163	65,761
Businesses reporting a loss (No.)	24				
Average sales \$	262,890	42,000	68,191	172,935	768,432
Average expense \$	291,359	50,000	76,704	187,965	850,767
Average net loss \$	-28,469	-8,000	-8,513	-15,030	-82,335
<b>1986</b>					
Number of observations in sample	229				
Average sales \$	322,275	39,130	75,038	250,536	924,336
Average expense \$	302,256	30,087	62,231	227,250	889,456
Average net profit (loss) \$	20,019	9,043	12,807	23,346	34,880
Businesses reporting a profit (No.)	198				
Average sales \$	330,969	38,502	71,854	248,836	964,682
Average expense \$	298,735	27,889	56,250	215,632	895,167
Average net profit \$	32,234	10,613	15,604	33,204	69,515
Businesses reporting a loss (No.)	31				
Average sales \$	310,255	42,860	92,399	255,437	849,324
Average expense \$	320,652	43,136	94,830	265,803	878,838
Average net loss \$	-10,397	-276	-2,431	-9,366	-29,514
<b>1987</b>					
Number of observations in sample	439				
Average sales \$	237,926	36,221	68,301	163,592	683,588
Average expense \$	217,465	27,642	55,163	153,449	633,606
Average net profit (loss) \$	20,461	8,579	13,138	10,143	49,982
Businesses reporting a profit (No.)	341				
Average sales \$	237,044	35,772	69,066	157,299	686,038
Average expense \$	206,096	20,853	52,732	133,730	617,069
Average net profit \$	30,948	14,919	16,334	23,569	68,969
Businesses reporting a loss (No.)	98				
Average sales \$	238,007	37,733	63,570	177,625	673,101
Average expense \$	255,623	50,473	70,194	197,425	704,401
Average net loss \$	-17,616	-12,740	-6,624	-19,800	-31,300

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









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Small  
Business  
Profiles

# WHOLESALE APPAREL

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wholesale Apparel (SIC 531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	438					
Low sales value (\$000's)	(1)	(1)	76	161	444	
High sales value (\$000's)	(1)	76	161	444	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	38.4	28.8	25.4	41.2	57.8	60.7	63.3	65.4	57.1	62.2	66.1
Occupancy expenses	6.6	8.9	8.1	6.1	3.6	92.7	7.2	11.4	8.3	6.3	3.6
Depreciation	1.3	1.4	2.2	1.2	0.6	81.0	1.6	2.3	2.5	1.3	0.7
Repairs & maintenance	0.4	0.5	0.5	0.3	0.1	33.5	1.1	2.0	1.5	0.7	0.4
Heat, light & telephone	1.6	2.2	2.0	1.5	0.9	78.6	2.1	3.3	2.4	1.9	1.1
Rent	3.3	4.8	3.5	3.2	1.9	67.7	4.9	8.8	5.1	4.5	2.4
Personnel expenses	22.8	25.5	28.9	22.3	14.6	87.7	25.9	34.7	32.2	24.4	15.2
Financial expenses	2.4	2.8	2.8	2.1	2.1	91.6	2.7	3.5	2.9	2.2	2.1
Interest & bank charges	1.1	0.9	1.1	1.0	1.4	72.3	1.5	1.6	1.4	1.4	1.6
Professional fees	1.4	1.9	1.7	1.2	0.7	87.3	1.6	2.5	1.8	1.3	0.8
Other expenses	22.1	24.0	25.9	20.5	18.3	100.0	22.1	24.0	25.9	20.5	18.3
Profit (loss)	7.6	10.1	8.8	7.8	3.6	98.3	7.7	10.2	9.3	7.9	3.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5310 - Wholesale Apparel

Businesses primarily engaged in wholesale dealing in men's and boys' clothing and furnishings; women's, misses' and children's outerwear, hosiery, underwear and apparel accessories; shoes and other footwear; and other apparel.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Wholesale Apparel (SIC 531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	397				
Low sales value (\$000's)	(1)	(1)	85	187	512
High sales value (\$000's)	(1)	85	187	512	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	59	6	15	35	179
Inventory	-	-	-	-	-
Other current assets	122	27	60	100	301
Total current assets	181	33	75	135	480
Fixed assets	16	3	10	16	36
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	4	31	20	23
<b>Total assets</b>	<b>217</b>	<b>41</b>	<b>117</b>	<b>171</b>	<b>539</b>
<b>Liabilities and equity</b>					
Current loans	29	2	13	15	84
Other current liabilities	86	10	36	69	229
Total current liabilities	115	12	49	84	313
Mortgages payable	-	-	-	-	-
Long term debt	1	1	1	-	1
Other liabilities	29	15	13	18	70
<b>Total liabilities</b>	<b>145</b>	<b>29</b>	<b>62</b>	<b>103</b>	<b>383</b>
<b>Total equity</b>	<b>73</b>	<b>12</b>	<b>54</b>	<b>68</b>	<b>155</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Wholesale Apparel (SIC 531)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	397				
Low sales value (\$000's)	(1)	(1)	85	187	512
High sales value (\$000's)	(1)	85	187	512	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	2.7	1.5	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	2.4	1.2	1.5	2.5
Interest coverage ratio (times)	4.6	9.1	7.0	8.2	3.3
Debt ratio (times)	0.7	0.7	0.5	0.6	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Apparel (SIC 531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	172				
Low sales value (\$000's)	(1)	(1)	99	202	584
High sales value (\$000's)	(1)	99	202	584	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	11	3	8	4	28
Depreciation	4	2	3	3	7
Other	-14	2	-7	-2	-49
<b>Dividends</b>	-6	-7	-3	-2	-13
<b>Investment activities</b>					
Disposal of fixed assets	4	9	-	3	2
Purchase of fixed assets	-6	-5	-2	-4	-15
Increase in investment	-11	-	-40	-1	-3
Decrease in investment	1	-	3	-	1
<b>Financing activities</b>					
Increase in long term debt	8	2	24	1	5
Repayment of long term debt	-3	-1	-1	-3	-8
Loans from shareholders	9	7	2	8	20
Repayment of loans from shareholders	-6	-15	-1	-3	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	3	4	3	-	6
Decrease in equity	-1	-	-2	-	-2
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	-9	1	-14	7	-28
Cash & equivalents-Beginning of the year	6	3	29	-	-10
Cash & equivalents - End of the year	-3	5	14	7	-38

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Apparel (SIC 531)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,037	261,458	15,949	304	218
less than 20	1,827	105,802	6,095	287	196
20 - 99	160	87,817	5,199	14	20
100 - 499	35	41,496	2,560	2	2
500 and over	15	26,343	2,095	1	-
1987					
Total	2,323	352,023	13,558	372	...
less than 20	2,094	162,082	6,133	347	...
20 - 99	181	116,747	4,502	22	...
100 - 499	39	56,554	2,296	3	...
500 and over	9	16,640	627	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Canada, Wholesale Apparel (SIC 531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	144				
Average sales \$	285,881	56,935	106,130	194,972	785,486
Average expense \$	272,516	93,376	87,927	181,120	737,641
Average net profit (loss) \$	13,365	-26,441	18,203	13,852	47,845
Businesses reporting a profit (No.)	117				
Average sales \$	282,802	58,840	106,130	203,345	762,892
Average expense \$	248,356	37,883	87,927	176,614	691,199
Average net profit \$	34,446	21,157	18,203	26,731	71,693
Businesses reporting a loss (No.)	27				
Average sales \$	385,081	55,602	-	174,436	925,146
Average expense \$	444,077	115,351	-	192,169	1,024,712
Average net loss \$	-59,016	-59,749	-	-17,733	-99,566
<b>1986</b>					
Number of observations in sample	179				
Average sales \$	439,351	64,243	146,854	405,157	1,141,148
Average expense \$	408,986	61,920	102,911	381,705	1,089,409
Average net profit (loss) \$	30,365	2,323	43,943	23,452	51,739
Businesses reporting a profit (No.)	136				
Average sales \$	429,925	63,926	151,307	387,052	1,117,413
Average expense \$	381,801	54,389	100,581	348,196	1,024,036
Average net profit \$	48,124	9,537	50,726	38,856	93,377
Businesses reporting a loss (No.)	43				
Average sales \$	471,148	64,736	116,115	458,193	1,245,547
Average expense \$	512,356	73,607	118,999	479,864	1,376,952
Average net loss \$	-41,208	-8,871	-2,884	-21,671	-131,405
<b>1987</b>					
Number of observations in sample	493				
Average sales \$	352,663	49,692	116,151	268,594	976,216
Average expense \$	336,410	44,756	107,513	249,809	943,560
Average net profit (loss) \$	16,253	4,936	8,638	18,785	32,656
Businesses reporting a profit (No.)	363				
Average sales \$	360,330	50,065	120,779	274,470	996,006
Average expense \$	328,198	40,759	98,542	241,954	931,537
Average net profit \$	32,132	9,306	22,237	32,516	64,469
Businesses reporting a loss (No.)	130				
Average sales \$	329,620	48,746	106,971	247,538	915,223
Average expense \$	359,697	54,905	125,310	277,955	980,616
Average net loss \$	-30,077	-6,159	-18,339	-30,417	-65,393

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









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-S 51 APPLIANCE, TELEVISION, RADIO  
AND STEREO REPAIR SHOPS

CANADA

1987



SMALL BUSINESS OFFICE



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Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Appliance, Television, Radio &amp; Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	274					
Low sales value (\$000's)	(1)	(1)	36	59	121	
High sales value (\$000's)	(1)	36	59	121	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	32.9	29.9	30.9	31.3	39.6	85.9	38.3	38.8	35.2	36.3	42.8
Occupancy expenses	9.8	11.6	11.0	9.0	7.8	98.8	10.0	12.2	11.0	9.0	7.8
Depreciation	3.1	3.6	4.1	2.4	2.1	81.9	3.8	6.7	4.6	2.8	2.2
Repairs & maintenance	0.9	0.6	0.8	1.3	0.9	44.0	2.0	2.3	2.7	2.3	1.4
Heat, light & telephone	2.6	3.2	3.0	2.3	2.1	84.2	3.1	4.8	3.4	2.6	2.2
Rent	3.2	4.3	3.0	3.0	2.7	65.8	4.9	5.7	6.2	4.8	3.4
Personnel expenses	17.0	6.9	10.4	22.5	28.1	74.7	22.8	15.6	13.4	28.1	29.2
Financial expenses	2.1	1.8	2.4	2.0	2.1	92.3	2.2	2.0	2.6	2.2	2.1
Interest & bank charges	1.2	1.4	1.3	1.1	1.2	81.0	1.5	1.7	1.7	1.4	1.3
Professional fees	0.8	0.4	1.1	0.9	0.9	68.8	1.2	1.2	1.8	1.1	1.0
Other expenses	21.4	28.1	21.4	18.3	17.9	100.0	21.4	28.1	21.4	18.3	17.9
Profit (loss)	16.7	21.7	24.0	16.8	4.5	98.8	16.9	22.0	24.3	16.8	4.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6223 - Appliance, Television, Radio and Stereo Repair Shops

Businesses primarily engaged in the repair and maintenance of radios, television sets, stereo equipment, tape recorders and household electrical appliances. Such shops may be secondarily engaged in selling such equipment and parts. Businesses primarily engaged in retail dealing in such equipment and appliances are classified in one of the preceding classes of this industry group. Businesses engaged in the repair of household appliances, repair of radios, repair of stereo equipment and the repair of television sets are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Appliance, Television, Radio &amp; Stereo Repair Shops (SIC 6223)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	165				
Low sales value (\$000's)	(1)	(1)	77	125	215
High sales value (\$000's)	(1)	77	125	215	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	4	7	10	31
Inventory	-	-	-	-	-
Other current assets	45	13	20	38	106
Total current assets	57	17	27	48	136
Fixed assets	19	6	10	18	42
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	4	2	2	3	8
<b>Total assets</b>	<b>80</b>	<b>25</b>	<b>39</b>	<b>69</b>	<b>186</b>
<b>Liabilities and equity</b>					
Current loans	6	1	4	5	14
Other current liabilities	31	10	15	26	72
Total current liabilities	37	11	18	31	87
Mortgages payable	-	-	-	-	-
Long term debt	1	-	1	3	2
Other liabilities	19	13	6	24	31
<b>Total liabilities</b>	<b>57</b>	<b>23</b>	<b>25</b>	<b>58</b>	<b>120</b>
<b>Total equity</b>	<b>23</b>	<b>2</b>	<b>13</b>	<b>11</b>	<b>66</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Appliance, Television, Radio &amp; Stereo Repair Shops (SIC 6223)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	165				
Low sales value (\$000's)	(1)	(1)	77	125	215
High sales value (\$000's)	(1)	77	125	215	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.6	1.5	1.5	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	14.5	1.9	5.4	1.8
Interest coverage ratio (times)	4.0	7.7	5.6	3.4	3.4
Debt ratio (times)	0.7	0.9	0.7	0.8	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	76				
Low sales value (\$000's)	(1)	(1)	73	132	236
High sales value (\$000's)	(1)	73	132	236	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	4	6	6	9
Depreciation	5	2	3	3	10
Other	-6	-2	-6	-6	-8
<b>Dividends</b>	-2	-3	-	-1	-5
<b>Investment activities</b>					
Disposal of fixed assets	2	-	1	2	4
Purchase of fixed assets	-8	-6	-4	-4	-18
Increase in investment	-2	-	-	-4	-3
Decrease in investment	1	-	-	3	1
<b>Financing activities</b>					
Increase in long term debt	4	4	2	3	7
Repayment of long term debt	-3	-1	-2	-2	-5
Loans from shareholders	2	2	1	1	6
Repayment of loans from shareholders	-2	-1	-	-2	-3
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	2
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-2	-	-2	-3
<b>Cash &amp; equivalents-Beginning of the year</b>	6	4	5	5	9
<b>Cash &amp; equivalents - End of the year</b>	4	2	6	3	6

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,253	81,939	5,752	392	211
less than 20	2,236	74,737	5,258	390	209
20 - 99	17	7,202	494	2	2
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	2,371	103,487	5,382	321	...
less than 20	2,352	94,173	4,882	319	...
20 - 99	19	9,314	500	2	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Appliance, Television, Radio & Stereo Repair Shops (SIC 6223)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	263				
Average sales \$	110,944	31,454	47,419	75,431	289,473
Average expense \$	98,088	21,873	34,271	59,851	276,356
Average net profit (loss) \$	12,856	9,581	13,148	15,580	13,117
Businesses reporting a profit (No.)	244				
Average sales \$	103,258	32,004	47,379	75,161	258,487
Average expense \$	88,883	20,969	32,950	58,259	243,352
Average net profit \$	14,375	11,035	14,429	16,902	15,135
Businesses reporting a loss (No.)	19				
Average sales \$	210,874	27,241	48,060	79,446	688,749
Average expense \$	217,365	28,794	55,465	83,560	701,639
Average net loss \$	-6,491	-1,553	-7,405	-4,114	-12,890
<b>1986</b>					
Number of observations in sample	195				
Average sales \$	112,289	38,261	56,478	86,516	267,899
Average expense \$	103,639	33,801	47,263	74,125	259,366
Average net profit (loss) \$	8,650	4,460	9,215	12,391	8,533
Businesses reporting a profit (No.)	171				
Average sales \$	106,891	38,608	56,621	86,409	245,927
Average expense \$	91,008	30,454	42,480	70,004	221,095
Average net profit \$	15,883	8,154	14,141	16,405	24,832
Businesses reporting a loss (No.)	24				
Average sales \$	140,890	37,183	56,076	86,925	383,374
Average expense \$	163,814	44,183	60,724	89,847	460,501
Average net loss \$	-22,924	-7,000	-4,648	-2,922	-77,127
<b>1987</b>					
Number of observations in sample	298				
Average sales \$	112,585	30,217	45,714	85,900	288,507
Average expense \$	101,843	25,519	33,513	71,378	276,961
Average net profit (loss) \$	10,742	4,698	12,201	14,522	11,546
Businesses reporting a profit (No.)	228				
Average sales \$	112,946	30,248	45,602	85,327	290,605
Average expense \$	98,185	21,656	32,071	67,761	271,251
Average net profit \$	14,761	8,592	13,531	17,566	19,354
Businesses reporting a loss (No.)	70				
Average sales \$	112,270	30,145	46,957	89,513	282,466
Average expense \$	117,891	34,389	49,594	94,184	293,398
Average net loss \$	-5,621	-4,244	-2,637	-4,671	-10,932

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





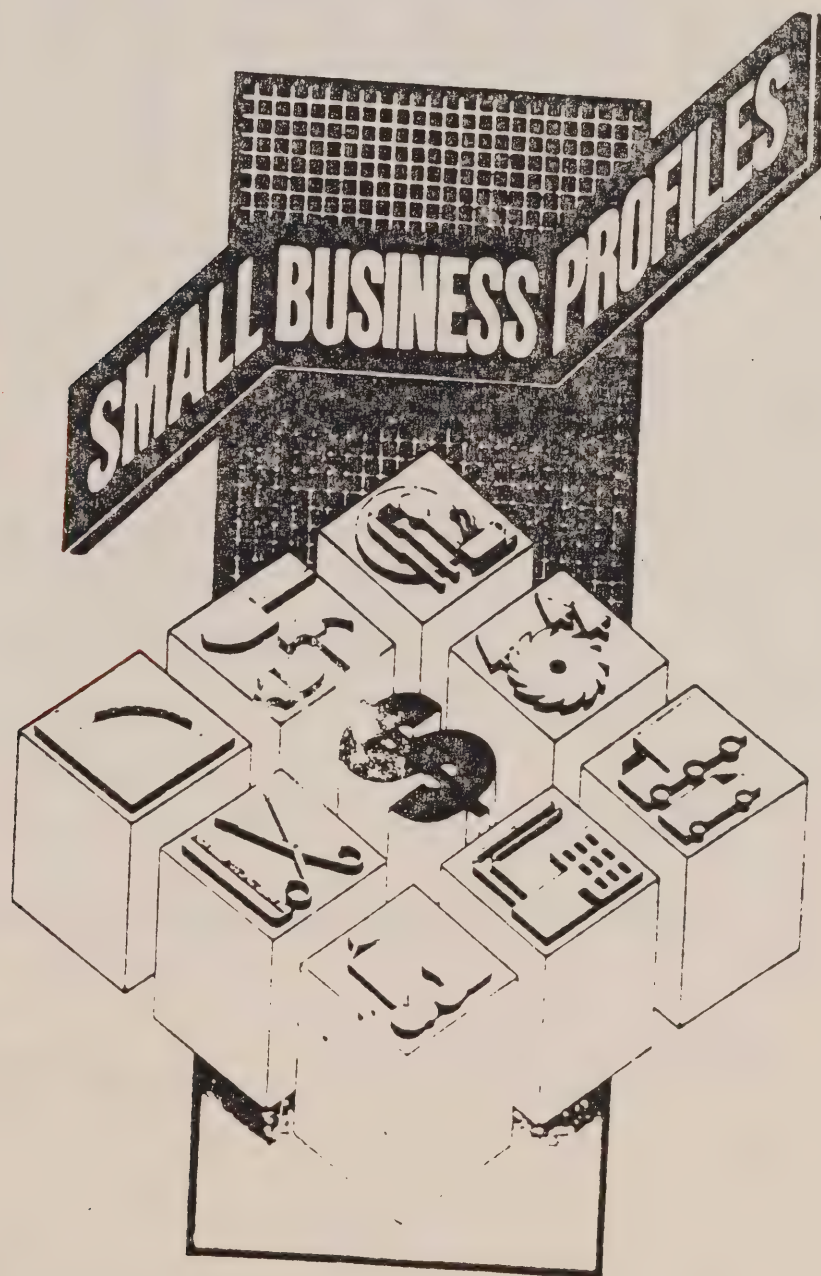


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# APPLIANCE, TELEVISION, RADIO AND STEREO REPAIR SHOPS (SIC-622)

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada  
Industrie, Sciences et Technologies Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	1,230										
Low sales value (\$000's)	(1)	(1)	53	115	286						
High sales value (\$000's)	(1)	53	115	286	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	48.4	38.3	43.3	52.3	59.5	91.8	52.7	44.7	48.3	54.9	61.6
Occupancy expenses	9.1	12.3	9.9	8.7	5.6	98.8	9.2	12.7	10.0	8.8	5.6
Depreciation	2.8	4.0	3.2	2.6	1.6	83.3	3.4	6.1	3.8	2.9	1.7
Repairs & maintenance	0.8	0.9	1.1	0.7	0.5	58.0	1.4	2.7	2.0	1.0	0.7
Heat, light & telephone	2.1	2.8	2.4	2.1	1.1	88.2	2.4	3.8	2.7	2.2	1.2
Rent	3.4	4.5	3.2	3.4	2.4	66.2	5.1	8.2	5.4	4.8	3.0
Personnel expenses	13.9	8.1	14.9	17.2	15.1	79.6	17.4	14.8	20.1	18.9	15.4
Financial expenses	2.2	2.3	2.5	2.2	1.7	95.1	2.3	2.5	2.7	2.3	1.7
Interest & bank charges	1.3	1.5	1.3	1.4	1.1	80.3	1.6	2.0	1.6	1.6	1.3
Professional fees	0.9	0.9	1.2	0.8	0.6	79.7	1.1	1.5	1.5	0.9	0.6
Other expenses	18.2	25.1	17.3	15.3	15.1	100.0	18.2	25.1	17.3	15.3	15.1
Profit (loss)	8.3	13.9	12.2	4.2	2.9	98.3	8.5	14.3	12.3	4.4	3.0
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6220 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in major household appliances, small electrical appliances, television, radio and sound equipment. Repair shops for such appliances are included in this industry group.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	857				
Low sales value (\$'000's)	(1)	(1)	115	236	547
High sales value (\$'000's)	(1)	115	236	547	(1)
Average (\$'000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	20	3	6	18	50
Inventory	-	-	-	-	-
Other current assets	95	21	43	88	228
Total current assets	115	25	50	106	278
Fixed assets	34	9	33	31	65
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	6	4	8	16
<b>Total assets</b>	<b>157</b>	<b>39</b>	<b>87</b>	<b>145</b>	<b>359</b>
<b>Liabilities and equity</b>					
Current loans	15	3	7	14	37
Other current liabilities	60	15	28	49	147
Total current liabilities	75	18	35	63	183
Mortgages payable	-	-	-	-	-
Long term debt	3	1	4	3	5
Other liabilities	34	13	31	38	55
<b>Total liabilities</b>	<b>112</b>	<b>32</b>	<b>71</b>	<b>103</b>	<b>243</b>
<b>Total equity</b>	<b>45</b>	<b>7</b>	<b>16</b>	<b>42</b>	<b>116</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	857				
Low sales value (\$'000's)	(1)	(1)	115	236	547
High sales value (\$'000's)	(1)	115	236	547	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.4	1.4	1.7	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	4.3	4.4	2.5	2.1
Interest coverage ratio (times)	3.0	1.6	1.4	2.3	4.0
Debt ratio (times)	0.7	0.8	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	492				
Low sales value (\$000's)	(1)	(1)	132	263	572
High sales value (\$000's)	(1)	132	263	572	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	4	2	10	26
Depreciation	8	2	5	6	17
Other	-	3	-2	8	-10
<b>Dividends</b>	-4	-1	-3	-3	-7
<b>Investment activities</b>					
Disposal of fixed assets	4	9	2	4	2
Purchase of fixed assets	-14	-11	-8	-8	-29
Increase in investment	-4	-5	-2	-5	-3
Decrease in investment	1	-	2	-	1
<b>Financing activities</b>					
Increase in long term debt	7	2	8	7	9
Repayment of long term debt	-5	-2	-8	-4	-7
Loans from shareholders	7	7	5	5	10
Repayment of loans from shareholders	-11	-7	-5	-21	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	1	1
Decrease in equity	-	-	-	-	-1
Other	1	-	2	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	-	-3	-	-1
Cash & equivalents-Beginning of the year	7	8	7	4	7
Cash & equivalents - End of the year	6	8	4	5	6

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	7,333	432,930	29,500	1,481	888
less than 20	7,143	281,324	18,714	1,461	866
20 - 99	154	69,891	4,561	17	17
100 - 499	24	32,022	2,049	3	5
500 and over	12	49,693	4,176	-	-
1987					
Total	7,658	620,626	36,563	1,124	...
less than 20	7,374	356,294	20,332	1,085	...
20 - 99	230	108,117	6,269	29	...
100 - 499	36	60,555	3,519	9	...
500 and over	18	95,660	6,443	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,177				
Average sales \$	247,023	37,730	76,840	172,228	701,293
Average expense \$	236,412	30,230	69,363	166,558	679,497
Average net profit (loss) \$	10,611	7,500	7,477	5,670	21,796
Businesses reporting a profit (No.)	992				
Average sales \$	255,558	37,905	77,083	170,660	736,585
Average expense \$	236,720	27,506	63,952	157,952	697,470
Average net profit \$	18,838	10,399	13,131	12,708	39,115
Businesses reporting a loss (No.)	185				
Average sales \$	219,557	37,062	76,087	176,775	588,302
Average expense \$	235,061	40,664	86,121	191,506	621,954
Average net loss \$	-15,504	-3,602	-10,034	-14,731	-33,652
<b>1986</b>					
Number of observations in sample	969				
Average sales \$	280,610	40,909	82,804	202,475	796,253
Average expense \$	272,127	39,240	75,954	196,769	776,543
Average net profit (loss) \$	8,483	1,669	6,850	5,706	19,710
Businesses reporting a profit (No.)	795				
Average sales \$	281,727	40,245	82,406	201,719	802,538
Average expense \$	262,520	32,344	67,995	184,187	765,552
Average net profit \$	19,207	7,901	14,411	17,532	36,986
Businesses reporting a loss (No.)	174				
Average sales \$	276,298	41,966	83,790	204,648	774,788
Average expense \$	298,237	50,219	95,668	232,980	814,081
Average net loss \$	-21,939	-8,253	-11,878	-28,332	-39,293
<b>1987</b>					
Number of observations in sample	1,411				
Average sales \$	252,086	36,950	80,221	182,701	708,473
Average expense \$	241,491	32,281	70,855	174,481	688,348
Average net profit (loss) \$	10,595	4,669	9,366	8,220	20,125
Businesses reporting a profit (No.)	1,020				
Average sales \$	254,043	36,843	79,900	183,077	716,351
Average expense \$	235,580	27,556	66,034	166,365	682,365
Average net profit \$	18,463	9,287	13,866	16,712	33,986
Businesses reporting a loss (No.)	391				
Average sales \$	245,916	37,154	81,416	181,784	683,308
Average expense \$	257,955	41,298	88,772	194,288	707,461
Average net loss \$	-12,039	-4,144	-7,356	-12,504	-24,153

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





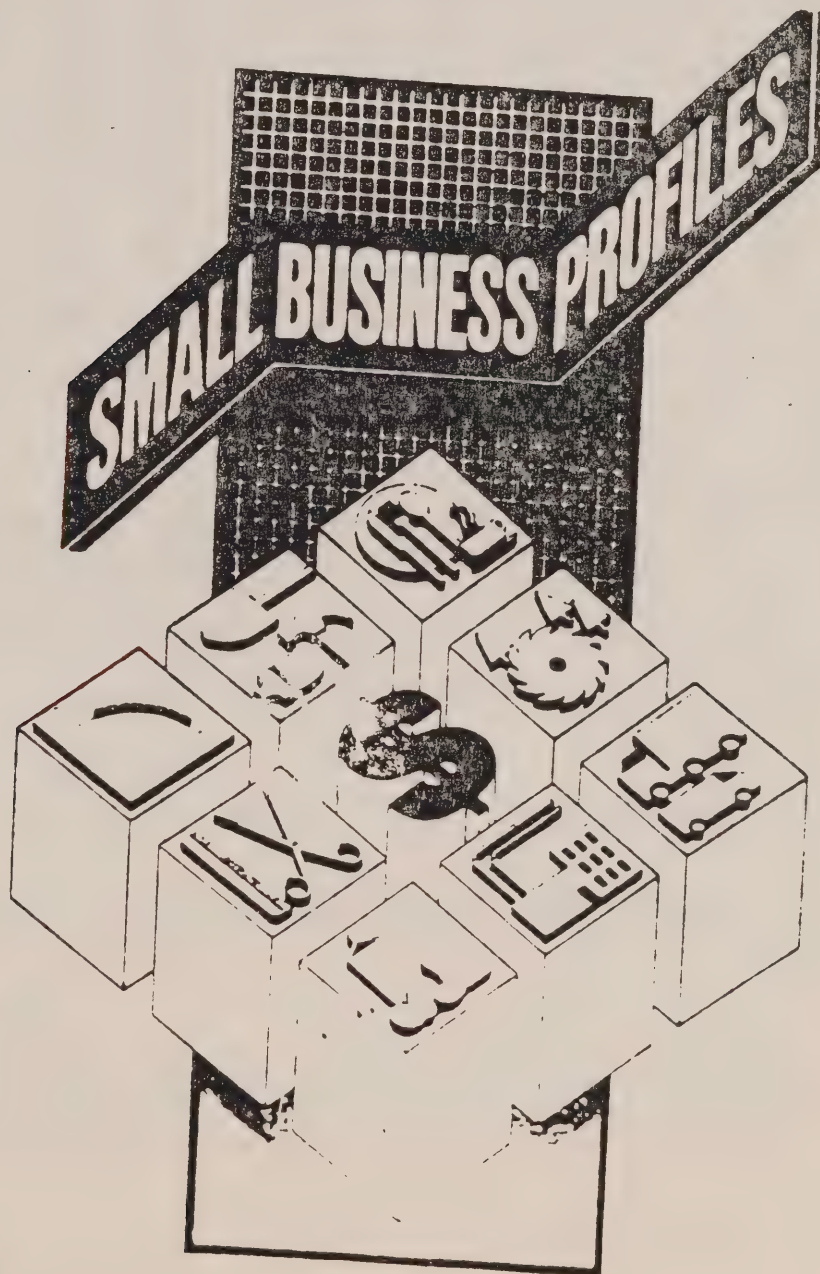


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# APPLIANCE, TELEVISION, RADIO & STEREO STORES (SIC 6221)

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Appliance, Television, Radio &amp; Stereo Stores (SIC 6221)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	343					
Low sales value (\$000's)	(1)	(1)	96	205	461	
High sales value (\$000's)	(1)	96	205	461	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	56.6	47.8	56.4	61.6	60.3	97.7	57.9	50.5	56.4	62.5	62.0
Occupancy expenses	8.7	15.2	8.6	6.5	4.4	99.7	8.7	15.2	8.7	6.6	4.4
Depreciation	1.8	3.3	1.8	1.1	1.0	86.2	2.1	4.1	2.2	1.2	1.0
Repairs & maintenance	0.9	2.2	0.6	0.5	0.4	67.7	1.4	3.7	0.9	0.7	0.5
Heat, light & telephone	2.0	2.7	2.4	1.6	1.1	94.3	2.1	3.1	2.5	1.6	1.2
Rent	4.0	7.0	3.8	3.3	2.0	73.1	5.5	9.5	5.4	4.5	2.6
Personnel expenses	13.0	8.7	13.6	14.2	15.3	86.7	15.0	13.7	15.7	14.5	15.5
Financial expenses	1.9	2.9	1.9	1.7	1.2	99.0	2.0	2.9	2.0	1.7	1.2
Interest & bank charges	1.3	1.8	1.3	1.1	0.9	86.5	1.5	2.1	1.4	1.3	1.0
Professional fees	0.7	1.1	0.6	0.6	0.4	85.4	0.8	1.6	0.8	0.7	0.4
Other expenses	14.3	14.3	16.7	10.6	15.5	100.0	14.3	14.3	16.7	10.6	15.5
Profit (loss)	5.6	11.1	2.8	5.3	3.2	99.1	5.6	11.1	2.9	5.3	3.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6221 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in household appliances, radios, television sets and sound equipment. These businesses include retail portable household air conditioners, appliance, radio, television and stereo stores, retail household appliances, retail household laundry driers, retail household food preparation appliances, retail household floor and rug care appliances, retail household freezers, retail household hair driers, retail household kitchen appliances, retail microwave and convention ovens, retail household ranges (stoves), retail household refrigerators, retail household sewing machines, retail household stoves, retail household vacuum cleaners and retail household washing machines.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Appliance, Television, Radio &amp; Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	247				
Low sales value (\$000's)	(1)	(1)	152	307	657
High sales value (\$000's)	(1)	152	307	657	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	3	6	22	63
Inventory	-	-	-	-	-
Other current assets	114	33	65	109	247
Total current assets	137	35	72	130	310
Fixed assets	32	14	20	40	56
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	3	6	10	16
<b>Total assets</b>	<b>179</b>	<b>52</b>	<b>98</b>	<b>181</b>	<b>382</b>
<b>Liabilities and equity</b>					
Current loans	16	7	11	13	32
Other current liabilities	65	21	38	51	152
Total current liabilities	81	28	48	64	184
Mortgages payable	-	-	-	-	-
Long term debt	3	3	6	1	4
Other liabilities	34	18	35	31	53
<b>Total liabilities</b>	<b>119</b>	<b>49</b>	<b>89</b>	<b>96</b>	<b>241</b>
<b>Total equity</b>	<b>60</b>	<b>4</b>	<b>9</b>	<b>85</b>	<b>142</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Appliance, Television, Radio &amp; Stereo Stores (SIC 6221)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	247				
Low sales value (\$000's)	(1)	(1)	152	307	657
High sales value (\$000's)	(1)	152	307	657	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.2	1.5	2.0	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	13.1	9.9	1.1	1.7
Interest coverage ratio (times)	3.7	...	1.7	4.4	5.1
Debt ratio (times)	0.7	0.9	0.9	0.5	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Appliance, Television, Radio &amp; Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	138				
Low sales value (\$000's)	(1)	(1)	145	378	713
High sales value (\$000's)	(1)	145	378	713	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	15	-3	8	17	37
Depreciation	7	3	3	7	13
Other	-9	2	-10	-6	-22
<b>Dividends</b>	-5	-4	-1	-3	-12
<b>Investment activities</b>					
Disposal of fixed assets	-3	4	2	4	3
Purchase of fixed assets	-11	-4	-3	-10	-25
Increase in investment	-3	-	-	-3	-10
Decrease in investment	1	1	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	1	3	7	11
Repayment of long term debt	-4	-2	-3	-6	-5
Loans from shareholders	5	4	3	2	9
Repayment of loans from shareholders	-6	-5	-4	-7	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-	-	-1	-1
Other	-	-	-	-	2
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-2	-1	2	-6
Cash & equivalents-Beginning of the year	8	2	2	5	22
Cash & equivalents - End of the year	6	-	1	6	16

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Appliance, Television, Radio &amp; Stereo Stores (SIC 6221)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,426	84,947	5,543	247	182
less than 20	1,383	61,461	4,024	246	179
20 - 99	39	19,584	1,284	1	2
100 - 499	4	3,902	235	-	1
500 and over	-	-	-	-	-
1987					
Total	1,555	110,710	6,518	250	...
less than 20	1,499	75,919	4,485	247	...
20 - 99	46	25,264	1,474	1	...
100 - 499	10	9,527	559	2	...
500 and over	-	-	-	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Appliance, Television, Radio & Stereo Stores (SIC 6221)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	314				
Average sales \$	298,193	40,308	93,418	225,182	833,865
Average expense \$	286,703	34,952	87,301	218,174	806,385
Average net profit (loss) \$	11,490	5,356	6,117	7,008	27,480
Businesses reporting a profit (No.)	266				
Average sales \$	295,477	38,488	92,565	226,866	823,988
Average expense \$	276,229	29,410	81,956	211,814	781,735
Average net profit \$	19,248	9,078	10,609	15,052	42,253
Businesses reporting a loss (No.)	48				
Average sales \$	321,285	44,693	97,499	221,424	921,523
Average expense \$	354,675	48,305	112,876	232,374	1,025,145
Average net loss \$	-33,390	-3,612	-15,377	-10,950	-103,622
1986					
Number of observations in sample	268				
Average sales \$	337,608	49,932	133,640	326,983	839,876
Average expense \$	322,127	44,159	123,388	308,648	812,314
Average net profit (loss) \$	15,481	5,773	10,252	18,335	27,562
Businesses reporting a profit (No.)	230				
Average sales \$	333,232	47,687	135,812	325,718	823,712
Average expense \$	310,631	39,916	116,815	299,125	786,667
Average net profit \$	22,601	7,771	18,997	26,593	37,045
Businesses reporting a loss (No.)	38				
Average sales \$	358,222	59,307	126,488	332,204	914,888
Average expense \$	371,548	61,879	145,027	347,957	931,330
Average net loss \$	-13,326	-2,572	-18,539	-15,753	-16,442
1987					
Number of observations in sample	384				
Average sales \$	347,831	62,846	141,793	304,109	882,577
Average expense \$	334,585	56,209	137,537	289,256	855,338
Average net profit (loss) \$	13,246	6,637	4,256	14,853	27,239
Businesses reporting a profit (No.)	291				
Average sales \$	345,542	63,565	140,038	306,633	871,930
Average expense \$	324,630	52,234	128,074	284,646	833,565
Average net profit \$	20,912	11,331	11,964	21,987	38,365
Businesses reporting a loss (No.)	93				
Average sales \$	357,517	60,926	145,476	294,621	929,046
Average expense \$	370,295	66,812	157,409	306,585	950,373
Average net loss \$	-12,778	-5,886	-11,933	-11,964	-21,327

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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Public

# AUTOMOBILE & TRUCK RENTAL & LEASING

## CANADA

### 1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	324					
Low sales value (\$000's)	(1)	(1)	87	201	450	
High sales value (\$000's)	(1)	37	201	450	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	2.0	0.3	0.2	3.0	4.2	10.4	18.7	24.5	3.9	25.4	18.1
Occupancy expenses	40.1	41.9	40.6	41.5	36.5	99.9	40.2	41.9	40.6	41.7	36.5
Depreciation	29.6	35.0	27.6	32.4	23.8	94.4	31.4	40.4	27.6	35.3	24.0
Repairs & maintenance	5.6	5.5	7.0	4.3	5.6	65.5	8.5	9.6	11.3	6.5	7.3
Heat, light & telephone	0.8	0.2	1.2	0.7	1.1	45.0	1.8	2.3	2.5	1.5	1.4
Rent	4.1	1.3	4.7	4.2	6.1	49.1	8.3	5.5	11.2	7.0	8.6
Personnel expenses	12.8	4.5	16.3	13.1	17.0	63.4	20.2	22.7	26.2	16.0	19.4
Financial expenses	11.6	16.1	12.0	9.8	8.8	94.8	12.3	20.5	12.0	9.8	8.8
Interest & bank charges	10.2	14.9	10.2	8.3	7.7	88.0	11.6	18.9	11.1	9.2	8.4
Professional fees	1.4	1.3	1.8	1.5	1.1	86.0	1.7	2.0	2.1	1.6	1.1
Other expenses	24.4	20.6	20.7	25.0	31.2	97.1	25.2	21.9	22.0	25.0	31.2
Profit (loss)	9.1	16.6	10.2	7.5	2.3	99.6	9.1	16.6	10.2	7.5	2.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9921 - Automobile and Truck Rental and Leasing Services

Businesses primarily engaged in renting and leasing passenger cars or trucks without drivers. Automobile rental or leasing (without driver), car rental agencies and truck rentals (without driver) are included in this industry.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	296				
Low sales value (\$000's)	(1)	(1)	109	262	484
High sales value (\$000's)	(1)	109	262	484	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	29	2	29	22	64
Inventory	-	-	-	-	-
Other current assets	79	12	92	60	148
Total current assets	108	14	120	82	212
Fixed assets	372	116	148	465	746
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	114	66	87	82	217
<b>Total assets</b>	<b>594</b>	<b>196</b>	<b>355</b>	<b>628</b>	<b>1,175</b>
<b>Liabilities and equity</b>					
Current loans	42	7	29	33	96
Other current liabilities	159	29	121	203	279
Total current liabilities	201	36	150	236	376
Mortgages payable	-	-	-	-	-
Long term debt	26	1	18	19	64
Other liabilities	222	60	92	212	514
<b>Total liabilities</b>	<b>449</b>	<b>98</b>	<b>261</b>	<b>467</b>	<b>954</b>
<b>Total equity</b>	<b>144</b>	<b>99</b>	<b>94</b>	<b>161</b>	<b>221</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	296				
Low sales value (\$000's)	(1)	(1)	109	262	484
High sales value (\$000's)	(1)	109	262	484	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.5	0.4	0.8	0.3	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.1	1.0	2.8	2.9	4.3
Interest coverage ratio (times)	1.6	1.7	2.1	2.0	1.3
Debt ratio (times)	0.8	0.5	0.7	0.7	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	88				
Low sales value (\$000's)	(1)	(1)	114	276	599
High sales value (\$000's)	(1)	114	276	599	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	28	4	21	37	51
Depreciation	97	19	60	93	214
Other	18	-39	16	91	3
<b>Dividends</b>	-7	-6	-9	-1	-10
<b>Investment activities</b>					
Disposal of fixed assets	104	38	119	72	186
Purchase of fixed assets	-319	-32	-278	-329	-631
Increase in investment	-38	-66	-9	-2	-76
Decrease in investment	6	-	-	-	23
<b>Financing activities</b>					
Increase in long term debt	182	82	89	160	393
Repayment of long term debt	-91	-77	-12	-96	-175
Loans from shareholders	37	84	20	12	33
Repayment of loans from shareholders	-16	-	-18	-30	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	3	-	7	3	-
Decrease in equity	-1	-2	-	-	-1
Other	-	-	-	-	-2
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>4</b>	<b>6</b>	<b>8</b>	<b>-8</b>
Cash & equivalents-Beginning of the year	12	9	38	1	-1
Cash & equivalents - End of the year	14	13	44	10	-9

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,286	202,840	10,643	228	134
less than 20	1,106	65,752	3,464	214	129
20 - 99	111	58,970	3,063	9	4
100 - 499	55	52,912	2,771	5	1
500 and over	14	25,206	1,345	-	-
1987					
Total	1,389	271,673	11,987	248	...
less than 20	1,212	89,823	3,968	233	...
20 - 99	114	65,749	2,872	12	...
100 - 499	49	81,571	3,626	3	...
500 and over	14	34,530	1,521	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Automobile and Truck Rental and Leasing Services (SIC 9921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	153				
Average sales \$	371,611	37,742	98,020	296,657	1,054,023
Average expense \$	334,707	29,183	80,951	269,840	958,855
Average net profit (loss) \$	36,904	8,559	17,069	26,817	95,168
Businesses reporting a profit (No.)	123				
Average sales \$	378,757	37,555	104,167	286,142	1,087,164
Average expense \$	319,619	25,151	77,117	214,849	961,359
Average net profit \$	59,138	12,404	27,050	71,293	125,805
Businesses reporting a loss (No.)	30				
Average sales \$	339,487	38,261	81,680	323,923	914,084
Average expense \$	373,063	40,386	91,143	412,441	948,280
Average net loss \$	-33,576	-2,125	-9,463	-88,518	-34,196
<b>1986</b>					
Number of observations in sample	145				
Average sales \$	367,539	43,370	111,989	333,413	981,385
Average expense \$	340,466	49,675	97,699	306,088	908,403
Average net profit (loss) \$	27,073	-6,305	14,290	27,325	72,982
Businesses reporting a profit (No.)	100				
Average sales \$	362,270	44,158	105,692	317,779	981,450
Average expense \$	316,297	42,640	86,076	264,639	871,832
Average net profit \$	45,973	1,518	19,616	53,140	109,618
Businesses reporting a loss (No.)	45				
Average sales \$	383,808	42,640	138,069	373,321	981,200
Average expense \$	406,786	56,196	145,840	411,896	1,013,212
Average net loss \$	-22,978	-13,556	-7,771	-38,575	-32,012
<b>1987</b>					
Number of observations in sample	525				
Average sales \$	318,287	53,953	130,209	296,906	792,078
Average expense \$	301,384	45,082	118,592	268,099	773,761
Average net profit (loss) \$	16,903	8,871	11,617	28,807	18,317
Businesses reporting a profit (No.)	328				
Average sales \$	316,260	57,584	134,514	300,222	772,718
Average expense \$	273,071	42,549	107,158	250,670	691,908
Average net profit \$	43,189	15,035	27,356	49,552	80,810
Businesses reporting a loss (No.)	197				
Average sales \$	318,441	41,473	123,274	287,768	821,249
Average expense \$	351,006	53,792	137,009	316,131	897,090
Average net loss \$	-32,565	-12,319	-13,735	-28,363	-75,841

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# AUTOMOBILE (NEW) DEALERS

CANADA

1987



SMALL BUSINESS OFFICE



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Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Automobile (New) Dealers (SIC 6311)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	270					
Low sales value (\$000's)	(1)	(1)	151	456	1,195	
High sales value (\$000's)	(1)	151	456	1,195	(1)	

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6311 - Automobile (New) Dealers

Businesses primarily engaged in retail dealing in new automobiles. These businesses are usually operated under a factory franchise and have departments engaged in the sale of used cars, parts and accessories, motor vehicle repairs and often include service station facilities.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Automobile (New) Dealers (SIC 6311)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	192				
Low sales value (\$000's)	(1)	(1)	306	832	1,359
High sales value (\$000's)	(1)	306	832	1,359	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	14	3	5	20	29
Inventory	-	-	-	-	-
Other current assets	204	61	122	251	376
Total current assets	219	64	127	271	405
Fixed assets	67	23	48	88	107
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	34	59	26	29	25
<b>Total assets</b>	<b>320</b>	<b>145</b>	<b>201</b>	<b>389</b>	<b>537</b>
<b>Liabilities and equity</b>					
Current loans	50	5	19	69	105
Other current liabilities	104	18	60	135	200
Total current liabilities	154	22	80	204	306
Mortgages payable	-	-	-	-	-
Long term debt	3	7	-	1	5
Other liabilities	73	15	55	101	120
<b>Total liabilities</b>	<b>231</b>	<b>44</b>	<b>135</b>	<b>306</b>	<b>430</b>
<b>Total equity</b>	<b>89</b>	<b>101</b>	<b>66</b>	<b>83</b>	<b>106</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Automobile (New) Dealers (SIC 6311)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	192				
Low sales value (\$000's)	(1)	(1)	306	832	1,359
High sales value (\$000's)	(1)	306	832	1,359	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	2.9	1.6	1.3	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	0.4	2.1	3.7	4.0
Interest coverage ratio (times)	1.4	0.5	1.6	1.5	1.4
Debt ratio (times)	0.7	0.3	0.7	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Automobile (New) Dealers (SIC 6311)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	108				
Low sales value (\$000's)	(1)	(1)	536	1,112	1,471
High sales value (\$000's)	(1)	636	1,112	1,471	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	7	-4	27	7
Depreciation	13	6	17	18	9
Other	-18	-4	5	-33	-37
<b>Dividends</b>	-2	-3	-1	-1	-3
<b>Investment activities</b>					
Disposal of fixed assets	5	3	3	13	3
Purchase of fixed assets	-41	-14	-85	-44	-23
Increase in investment	-1	-2	-2	-	-1
Decrease in investment	-	1	-	-	-
<b>Financing activities</b>					
Increase in long term debt	23	1	70	9	12
Repayment of long term debt	-5	-2	-6	-6	-5
Loans from shareholders	12	-	9	17	20
Repayment of loans from shareholders	-5	-3	-4	-4	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	4	6	3	1	8
Decrease in equity	-1	-	-1	-1	-
Other	-	-	-	-1	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-6	-4	5	-6	-19
Cash & equivalents-Beginning of the year	-16	-24	5	-2	-46
Cash & equivalents - End of the year	-22	-27	10	-8	-65

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Automobile Dealers (SIC)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	5,522	1,985,152	97,064	729	447
less than 20	4,078	452,311	21,997	615	390
20 - 99	1,258	1,052,826	51,209	90	46
100 - 499	184	X	23,224	24	11
500 and over	2	X	634	-	-
1987					
Total	6,069	2,931,218	116,736	758	...
less than 20	4,371	593,525	23,774	633	...
20 - 99	1,454	1,552,030	61,452	96	...
100 - 499	241	772,972	30,894	28	...
500 and over	3	12,691	616	1	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Canada, Automobile (New) Dealers (SIC 6311)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	265				
Average sales \$	786,336	114,154	411,261	913,095	1,706,833
Average expense \$	781,235	132,934	405,962	897,803	1,688,241
Average net profit (loss) \$	5,101	-18,780	5,299	15,292	18,592
Businesses reporting a profit (No.)	200				
Average sales \$	788,293	114,979	405,689	903,941	1,728,561
Average expense \$	765,441	101,031	389,824	876,725	1,684,185
Average net profit \$	22,852	13,948	15,865	27,216	34,376
Businesses reporting a loss (No.)	65				
Average sales \$	780,241	112,288	424,671	938,704	1,845,302
Average expense \$	819,517	205,095	444,795	956,770	1,671,407
Average net loss \$	-39,276	-92,807	-20,124	-18,066	-26,105
<b>1986</b>					
Number of observations in sample	252				
Average sales \$	981,420	241,186	623,586	1,287,700	1,773,206
Average expense \$	975,858	244,552	608,770	1,287,149	1,762,962
Average net profit (loss) \$	5,562	-3,366	14,816	551	10,244
Businesses reporting a profit (No.)	177				
Average sales \$	972,533	223,385	619,910	1,279,228	1,767,607
Average expense \$	947,242	211,160	586,518	1,253,849	1,737,440
Average net profit \$	25,291	12,225	33,392	25,379	30,167
Businesses reporting a loss (No.)	75				
Average sales \$	992,052	253,719	630,768	1,299,781	1,783,938
Average expense \$	1,016,706	268,064	652,238	1,334,639	1,811,883
Average net loss \$	-24,654	-14,345	-21,470	-34,858	-27,945
<b>1987</b>					
Number of observations in sample	400				
Average sales \$	682,810	79,941	294,305	800,085	1,556,907
Average expense \$	677,583	86,586	290,131	791,991	1,541,623
Average net profit (loss) \$	5,227	-6,645	4,174	8,094	15,284
Businesses reporting a profit (No.)	237				
Average sales \$	675,546	100,181	283,328	763,926	1,554,748
Average expense \$	653,601	90,310	271,402	741,351	1,511,340
Average net profit \$	21,945	9,871	11,926	22,575	43,408
Businesses reporting a loss (No.)	163				
Average sales \$	706,501	71,225	324,312	870,427	1,560,039
Average expense \$	725,593	84,982	341,327	890,501	1,585,563
Average net loss \$	-19,092	-13,757	-17,015	-20,074	-25,524

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# AUTOMOBILE (USED) DEALERS

CANADA

1987



SMALL BUSINESS OFFICE



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Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Automobile (Used) Dealers (SIC 6312)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	576					
Low sales value (\$000's)	(1)	(1)	89	214	478	
High sales value (\$000's)	(1)	89	214	478	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	66.4	59.3	64.8	65.8	75.7	91.0	73.0	75.9	69.1	69.7	77.5
Occupancy expenses	4.4	4.9	5.7	4.1	2.8	89.8	4.9	6.7	6.3	4.2	2.9
Depreciation	0.6	0.7	0.7	0.6	0.5	59.1	1.1	3.0	1.2	0.8	0.6
Repairs & maintenance	1.6	2.3	2.1	1.1	0.9	63.5	2.5	6.1	3.2	1.4	1.3
Heat, light & telephone	1.0	1.0	1.3	1.0	0.6	81.8	1.2	1.7	1.6	1.0	0.6
Rent	1.2	1.0	1.6	1.5	0.8	50.0	2.5	4.3	3.1	2.5	1.3
Personnel expenses	5.1	0.8	6.4	7.3	5.8	68.0	7.5	3.1	10.0	8.3	6.2
Financial expenses	1.8	2.5	1.8	1.6	1.3	89.8	2.0	3.3	1.9	1.7	1.3
Interest & bank charges	1.2	1.5	1.2	1.2	1.0	74.1	1.6	2.6	1.7	1.5	1.1
Professional fees	0.6	1.0	0.5	0.4	0.3	79.1	0.7	1.7	0.7	0.5	0.3
Other expenses	20.0	32.0	17.0	19.1	12.2	99.3	20.2	32.8	17.0	19.1	12.2
Profit (loss)	2.3	0.5	4.3	2.1	2.2	99.3	2.3	0.5	4.3	2.1	2.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6312 - Automobile (Used) Dealers

Businesses primarily engaged in retail dealing in used cars. Such businesses may be secondarily engaged in selling new cars and equipment.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Automobile (Used) Dealers (SIC 6312)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	303				
Low sales value (\$000's)	(1)	(1)	128	355	821
High sales value (\$000's)	(1)	128	355	821	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	9	1	8	7	20
Inventory	-	-	-	-	-
Other current assets	110	28	52	103	249
Total current assets	119	28	60	110	268
Fixed assets	33	2	24	37	67
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	14	12	5	26
<b>Total assets</b>	<b>166</b>	<b>44</b>	<b>97</b>	<b>151</b>	<b>362</b>
<b>Liabilities and equity</b>					
Current loans	25	2	17	25	54
Other current liabilities	37	10	20	33	83
Total current liabilities	62	12	38	58	137
Mortgages payable	-	-	-	-	-
Long term debt	3	-	5	2	3
Other liabilities	40	34	37	45	43
<b>Total liabilities</b>	<b>105</b>	<b>46</b>	<b>79</b>	<b>106</b>	<b>183</b>
<b>Total equity</b>	<b>61</b>	<b>-2</b>	<b>17</b>	<b>45</b>	<b>179</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Automobile (Used) Dealers (SIC 6312)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	303				
Low sales value (\$000's)	(1)	(1)	128	355	821
High sales value (\$000's)	(1)	128	355	821	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	2.4	1.6	1.9	2.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.7	-23.4	4.6	2.3	1.0
Interest coverage ratio (times)	2.0	...	0.5	2.3	2.4
Debt ratio (times)	0.6	1.0	0.8	0.7	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Automobile (Used) Dealers (SIC 6312)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	158				
Low sales value (\$000's)	(1)	(1)	134	440	923
High sales value (\$000's)	(1)	134	440	923	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	3	-	13	35
Depreciation	5	2	4	3	10
Other	-14	-12	-14	-1	-26
<b>Dividends</b>	-1	-	-	-2	-4
<b>Investment activities</b>					
Disposal of fixed assets	28	1	5	3	101
Purchase of fixed assets	-13	-2	-1	-6	-41
Increase in investment	-25	-	-	-	-97
Decrease in investment	16	-	1	1	61
<b>Financing activities</b>					
Increase in long term debt	6	1	3	3	16
Repayment of long term debt	-20	-	-7	-2	-68
Loans from shareholders	8	9	10	4	8
Repayment of loans from shareholders	-8	-2	-1	-13	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	4	-	-	-	14
Decrease in equity	-	-	-	-	-
Other	-1	-	-	-	-4
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	-2	1	3	-13
Cash & equivalents-Beginning of the year	16	-	-11	5	65
Cash & equivalents - End of the year	13	-1	-11	8	52

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Automobile Dealers (SIC

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	5,522	1,985,152	97,064	729	447
less than 20	4,078	452,311	21,997	615	390
20 - 99	1,258	1,052,826	51,209	90	46
100 - 499	184	X	23,224	24	11
500 and over	2	X	634	-	-
1987					
Total	6,069	2,931,218	116,736	758	...
less than 20	4,371	593,525	23,774	633	...
20 - 99	1,454	1,552,030	61,452	96	...
100 - 499	241	772,972	30,894	28	...
500 and over	3	12,691	616	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Automobile (Used) Dealers (SIC 6312)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	730				
Average sales \$	370,305	62,127	161,863	345,822	911,407
Average expense \$	362,088	62,751	154,623	337,707	893,270
Average net profit (loss) \$	8,217	-624	7,240	8,115	18,137
Businesses reporting a profit (No.)	563				
Average sales \$	371,804	65,626	164,292	351,947	905,351
Average expense \$	353,502	51,714	150,074	336,788	875,433
Average net profit \$	18,302	13,912	14,218	15,159	29,918
Businesses reporting a loss (No.)	167				
Average sales \$	368,820	57,505	156,627	329,780	931,367
Average expense \$	383,485	77,330	164,431	340,114	952,056
Average net loss \$	-14,665	-19,825	-7,804	-10,334	-20,699
<b>1986</b>					
Number of observations in sample	630				
Average sales \$	352,400	48,225	140,257	295,092	926,026
Average expense \$	347,267	56,063	136,355	290,237	906,413
Average net profit (loss) \$	5,133	-7,838	3,902	4,855	19,613
Businesses reporting a profit (No.)	479				
Average sales \$	351,011	50,173	146,837	296,388	910,646
Average expense \$	336,068	43,896	133,703	282,212	884,460
Average net profit \$	14,943	6,277	13,134	14,176	26,186
Businesses reporting a loss (No.)	151				
Average sales \$	369,144	47,017	129,429	291,922	1,008,206
Average expense \$	384,474	63,612	140,719	309,850	1,023,716
Average net loss \$	-15,330	-16,595	-11,290	-17,928	-15,510
<b>1987</b>					
Number of observations in sample	731				
Average sales \$	377,516	59,903	138,555	322,749	988,856
Average expense \$	370,055	61,301	133,436	317,411	968,072
Average net profit (loss) \$	7,461	-1,398	5,119	5,338	20,784
Businesses reporting a profit (No.)	493				
Average sales \$	373,253	59,925	139,160	326,662	967,265
Average expense \$	356,967	55,131	127,689	309,699	935,347
Average net profit \$	16,286	4,794	11,471	16,963	31,918
Businesses reporting a loss (No.)	238				
Average sales \$	394,294	59,880	137,280	315,992	1,064,023
Average expense \$	406,499	67,736	145,537	330,726	1,081,998
Average net loss \$	-12,205	-7,856	-8,257	-14,734	-17,975

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

Small  
Business  
Profiles

# (COMBINATION) BARBER & BEAUTY SHOPS

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and Technology Canada    Industrie, Sciences et Technologies Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	265				
Low sales value (\$000's)	(1)	(1)	41	64	121
High sales value (\$000's)	(1)	41	64	121	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	20.6	24.0	25.2	20.1	13.1	100.0	20.6	24.0	25.2	20.1	13.1
Depreciation	2.8	2.0	3.5	3.5	2.4	85.4	3.3	2.9	3.8	3.8	2.6
Repairs & maintenance	1.7	1.7	2.5	1.3	1.1	78.5	2.1	3.1	2.8	1.6	1.2
Heat, light & telephone	3.5	3.8	4.0	3.8	2.4	94.7	3.7	4.3	4.1	3.9	2.4
Rent	12.7	16.6	15.3	11.6	7.3	87.4	14.5	19.5	16.0	13.6	8.7
Personnel expenses	35.7	19.3	33.4	37.6	51.9	93.3	38.3	22.8	36.2	39.2	51.9
Financial expenses	2.3	1.4	3.0	2.5	2.2	93.1	2.4	1.5	3.1	2.8	2.2
Interest & bank charges	1.4	0.4	2.0	1.8	1.2	68.9	2.0	0.9	3.0	2.3	1.4
Professional fees	0.9	1.0	1.0	0.7	1.0	80.3	1.1	1.6	1.1	1.0	1.0
Other expenses	25.7	28.4	26.9	20.9	26.4	100.0	25.7	28.4	26.9	20.9	26.4
Profit (loss)	15.7	26.8	11.5	18.8	6.4	98.0	16.1	26.8	12.1	18.8	6.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9713 - Combination Barber and Beauty Shops

Businesses primarily engaged in providing men's barbering or hair styling and women's hairdressing and/or beauty services on the same premises such as barber and beauty shop combinations and unisex hair stylist shops.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Combination Barber and Beauty Shops (SIC 9713)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	60	133	207
High sales value (\$000's)	(1)	60	133	207	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	-	-	-	-	1
Inventory	-	-	-	-	-
Other current assets	25	5	13	46	35
Total current assets	26	5	13	47	36
Fixed assets	32	15	37	19	52
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	11	-	11	6	23
<b>Total assets</b>	<b>68</b>	<b>20</b>	<b>61</b>	<b>72</b>	<b>111</b>
<b>Liabilities and equity</b>					
Current loans	3	-	-	2	8
Other current liabilities	21	17	15	17	36
Total current liabilities	24	17	15	19	43
Mortgages payable	-	-	-	-	-
Long term debt	3	2	-	2	6
Other liabilities	23	6	32	14	36
<b>Total liabilities</b>	<b>50</b>	<b>26</b>	<b>47</b>	<b>36</b>	<b>85</b>
<b>Total equity</b>	<b>18</b>	<b>-5</b>	<b>14</b>	<b>36</b>	<b>26</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Combination Barber and Beauty Shops (SIC 9713)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	60	133	207
High sales value (\$000's)	(1)	60	133	207	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	0.3	0.9	2.5	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	-4.9	3.4	1.0	3.3
Interest coverage ratio (times)	2.5	...	...	7.7	2.4
Debt ratio (times)	0.7	1.3	0.8	0.5	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	54				
Low sales value (\$000's)	(1)	(1)	82	142	207
High sales value (\$000's)	(1)	82	142	207	(1)
Average (\$000's)					
Operating activities					
Cash from operations	5	-9	8	10	7
Depreciation	6	3	3	5	10
Other	3	18	-2	3	-5
Dividends	-5	-8	-1	-10	-2
Investment activities					
Disposal of fixed assets	2	-	-	-	5
Purchase of fixed assets	-6	-6	-1	-7	-9
Increase in investment	-1	-	-1	-	-4
Decrease in investment	-	-	-	-	1
Financing activities					
Increase in long term debt	3	-	-	3	6
Repayment of long term debt	-3	-	-3	-1	-6
Loans from shareholders	4	-	4	5	5
Repayment of loans from shareholders	-4	-3	-	-4	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-1
Increase(decrease) in cash & equivalents	2	-4	8	3	-
Cash & equivalents-Beginning of the year	9	8	10	3	15
Cash & equivalents - End of the year	11	4	18	6	15

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	13,237	452,856	41,669	2,099	1,539
less than 20	12,999	361,739	33,295	2,076	1,509
20 - 99	222	70,077	6,468	21	17
100 - 499	14	X	1,214	2	6
500 and over	2	X	692	-	7
1987					
Total	14,866	592,370	48,910	2,419	...
less than 20	14,591	455,642	37,640	2,397	...
20 - 99	238	84,268	6,933	21	...
100 - 499	25	23,047	1,965	1	...
500 and over	12	29,413	2,372	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Combination Barber and Beauty Shops (SIC 9713)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	309				
Average sales \$	116,131	33,406	54,023	90,434	286,661
Average expense \$	101,911	24,001	40,762	76,331	266,549
Average net profit (loss) \$	14,220	9,405	13,261	14,103	20,112
Businesses reporting a profit (No.)	280				
Average sales \$	113,427	33,577	54,444	90,204	275,482
Average expense \$	95,586	22,518	39,873	71,910	248,043
Average net profit \$	17,841	11,059	14,571	18,294	27,439
Businesses reporting a loss (No.)	29				
Average sales \$	123,554	32,236	47,949	91,585	322,445
Average expense \$	127,973	34,154	53,602	98,352	325,782
Average net loss \$	-4,419	-1,918	-5,653	-6,767	-3,337
<b>1986</b>					
Number of observations in sample	332				
Average sales \$	91,607	31,223	48,879	76,137	210,187
Average expense \$	81,730	26,763	38,777	64,755	196,623
Average net profit (loss) \$	9,877	4,460	10,102	11,382	13,564
Businesses reporting a profit (No.)	291				
Average sales \$	92,035	31,094	47,882	76,900	212,262
Average expense \$	78,690	24,035	35,206	62,837	192,683
Average net profit \$	13,345	7,059	12,676	14,063	19,579
Businesses reporting a loss (No.)	41				
Average sales \$	90,323	31,682	55,318	71,965	202,325
Average expense \$	96,276	36,466	61,836	75,250	211,551
Average net loss \$	-5,953	-4,784	-6,518	-3,285	-9,226
<b>1987</b>					
Number of observations in sample	289				
Average sales \$	104,664	32,797	53,053	88,818	243,986
Average expense \$	94,479	23,742	49,086	73,448	231,639
Average net profit (loss) \$	10,185	9,055	3,967	15,370	12,347
Businesses reporting a profit (No.)	229				
Average sales \$	102,490	33,410	53,641	86,796	236,112
Average expense \$	87,377	20,745	44,453	66,246	218,065
Average net profit \$	15,113	12,665	9,188	20,550	18,047
Businesses reporting a loss (No.)	60				
Average sales \$	113,234	29,978	51,807	96,787	274,363
Average expense \$	120,563	37,515	58,904	101,827	284,005
Average net loss \$	-7,329	-7,537	-7,097	-5,040	-9,642

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

# BARBER SHOPS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	146					
Low sales value (\$000's)	(1)	(1)	36	48	76	
High sales value (\$000's)	(1)	36	48	76	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	17.3	14.0	23.2	16.4	16.0	99.9	17.3	14.0	23.2	16.4	16.0
Depreciation	1.4	1.2	0.8	1.3	2.2	75.2	1.8	2.0	1.1	1.7	2.3
Repairs & maintenance	2.1	1.7	4.5	1.5	0.7	87.6	3.1	3.5	6.1	2.0	1.0
Heat, light & telephone	2.7	2.6	3.4	2.9	2.0	91.7	2.9	3.1	3.8	2.9	2.0
Rent	11.2	8.5	14.6	10.6	11.1	80.9	13.8	12.7	17.1	12.6	12.9
Personnel expenses	26.9	7.9	20.5	26.5	51.1	73.4	36.6	25.0	24.9	32.9	52.6
Financial expenses	1.5	0.6	1.1	2.3	1.7	86.8	1.7	0.9	1.3	2.6	1.7
Interest & bank charges	0.8	0.2	0.6	1.5	0.8	51.3	1.6	2.5	1.5	2.3	0.9
Professional fees	0.7	0.4	0.5	0.8	1.0	73.1	0.9	0.5	0.8	1.2	1.1
Other expenses	14.3	10.4	14.9	16.9	14.6	100.0	14.3	10.4	14.9	16.9	14.6
Profit (loss)	40.1	67.0	40.4	37.9	16.5	98.8	40.6	67.0	40.4	37.9	17.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9711 - Barber Shops

Businesses primarily engaged in providing men's barbering and hair styling services such as barber shops and men's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Barber Shops (SIC 9711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	-	--	--	--	--
Accounts and notes receivable	-	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	10	--	--	--	--
Total current assets	10	--	--	--	--
Fixed assets	18	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	26	--	--	--	--
<b>Total assets</b>	<b>54</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	5	--	--	--	--
Other current liabilities	12	--	--	--	--
Total current liabilities	16	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	9	--	--	--	--
<b>Total liabilities</b>	<b>26</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>28</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Barber Shops (SIC 9711)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	31				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	0.9	--	--	--	--
Interest coverage ratio (times)	4.0	--	--	--	--
Debt ratio (times)	0.5	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Barber Shops (SIC 9711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	5	--	--	--	--
Depreciation	4	--	--	--	--
Other	-1	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-1	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-5	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	1	--	--	--	--
Cash & equivalents-Beginning of the year	-10	--	--	--	--
Cash & equivalents - End of the year	-8	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	13,237	452,856	41,669	2,099	1,539
less than 20	12,999	361,739	33,295	2,076	1,509
20 - 99	222	70,077	6,468	21	17
100 - 499	14	X	1,214	2	6
500 and over	2	X	692	-	7
1987					
Total	14,866	592,370	48,910	2,419	...
less than 20	14,591	455,642	37,640	2,397	...
20 - 99	238	84,268	6,933	21	...
100 - 499	25	23,047	1,965	1	...
500 and over	12	29,413	2,372	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Barber Shops (SIC 9711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	266				
Average sales \$	66,873	27,114	35,700	57,256	147,423
Average expense \$	49,243	14,177	18,286	39,062	125,446
Average net profit (loss) \$	17,630	12,937	17,414	18,194	21,977
Businesses reporting a profit (No.)	257				
Average sales \$	65,318	27,117	35,698	57,206	141,250
Average expense \$	46,591	13,044	18,256	38,678	116,387
Average net profit \$	18,727	14,073	17,442	18,528	24,863
Businesses reporting a loss (No.)	9				
Average sales \$	83,845	27,060	40,430	60,261	207,627
Average expense \$	94,001	30,957	69,186	62,081	213,780
Average net loss \$	-10,156	-3,897	-28,756	-1,820	-6,153
<b>1986</b>					
Number of observations in sample	239				
Average sales \$	70,465	27,519	38,847	61,663	153,829
Average expense \$	53,189	13,824	24,227	38,259	136,444
Average net profit (loss) \$	17,276	13,695	14,620	23,404	17,385
Businesses reporting a profit (No.)	225				
Average sales \$	69,232	27,698	38,842	61,975	148,414
Average expense \$	49,679	11,935	24,155	37,801	124,824
Average net profit \$	19,553	15,763	14,687	24,174	23,590
Businesses reporting a loss (No.)	14				
Average sales \$	74,914	26,195	40,433	50,395	182,634
Average expense \$	81,852	27,815	46,586	54,748	198,258
Average net loss \$	-6,938	-1,620	-6,153	-4,353	-15,624
<b>1987</b>					
Number of observations in sample	144				
Average sales \$	66,209	30,417	40,225	60,568	133,624
Average expense \$	46,718	9,987	23,013	38,169	115,703
Average net profit (loss) \$	19,491	20,430	17,212	22,399	17,921
Businesses reporting a profit (No.)	130				
Average sales \$	64,294	30,417	40,216	61,698	124,844
Average expense \$	43,106	9,987	22,884	36,595	102,957
Average net profit \$	21,188	20,430	17,332	25,103	21,887
Businesses reporting a loss (No.)	14				
Average sales \$	92,898	-	41,801	49,792	187,102
Average expense \$	96,701	-	43,575	53,189	193,340
Average net loss \$	-3,803	-	-1,774	-3,397	-6,238

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
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-S 51

# BEAUTY SHOPS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	787					
Low sales value (\$000's)	(1)	(1)	37	53	92	
High sales value (\$000's)	(1)	37	53	92	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	18.2	20.4	20.1	17.2	15.1	99.8	18.3	20.5	20.1	17.2	15.2
Depreciation	2.9	2.7	3.0	3.0	3.0	84.8	3.4	3.5	3.8	3.2	3.1
Repairs & maintenance	1.6	1.1	2.3	1.5	1.3	72.6	2.1	2.1	2.9	1.9	1.7
Heat, light & telephone	3.5	4.3	3.9	3.0	2.7	92.7	3.7	4.8	4.3	3.2	2.8
Rent	10.3	12.3	10.9	9.8	8.2	80.6	12.8	15.1	14.1	12.0	10.1
Personnel expenses	32.3	16.9	24.4	39.5	48.2	89.8	36.0	21.8	28.3	40.7	49.2
Financial expenses	2.5	2.0	2.6	2.7	2.5	91.0	2.7	2.4	3.0	2.9	2.6
Interest & bank charges	1.6	1.5	1.6	1.7	1.5	67.7	2.3	2.6	2.8	2.0	2.0
Professional fees	0.9	0.6	1.0	1.1	1.0	72.2	1.3	1.0	1.4	1.5	1.1
Other expenses	27.1	27.8	28.4	25.9	26.1	100.0	27.1	27.8	28.4	25.9	26.1
Profit (loss)	19.9	32.9	24.4	14.6	8.1	98.7	20.2	33.0	24.4	15.2	8.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9712 - Beauty Shops

Businesses primarily engaged in providing women's hairdressing and beauty services such as beauty parlours, beauty salons, beauty shops, women's only manicuring and women's hair stylist shops.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Beauty Shops (SIC 9712)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	332				
Low sales value (\$000's)	(1)	(1)	79	124	200
High sales value (\$000's)	(1)	79	124	200	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	1	-	1	1	2
Inventory	-	-	-	-	-
Other current assets	20	6	13	14	45
Total current assets	20	6	14	15	47
Fixed assets	32	7	19	32	71
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	4	6	8	33
<b>Total assets</b>	<b>65</b>	<b>18</b>	<b>38</b>	<b>55</b>	<b>150</b>
<b>Liabilities and equity</b>					
Current loans	4	1	4	2	9
Other current liabilities	21	9	15	17	44
Total current liabilities	25	10	19	19	53
Mortgages payable	-	-	-	-	-
Long term debt	3	-	1	2	7
Other liabilities	26	7	17	27	52
<b>Total liabilities</b>	<b>54</b>	<b>17</b>	<b>38</b>	<b>48</b>	<b>111</b>
<b>Total equity</b>	<b>12</b>	<b>1</b>	<b>-</b>	<b>7</b>	<b>39</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Beauty Shops (SIC 9712)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	332				
Low sales value (\$000's)	(1)	(1)	79	124	200
High sales value (\$000's)	(1)	79	124	200	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.8	0.6	0.7	0.8	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.5	21.6	138.6	7.2	2.8
Interest coverage ratio (times)	2.8	2.1	1.4	2.6	3.2
Debt ratio (times)	0.8	1.0	1.0	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	143				
Low sales value (\$000's)	(1)	(1)	85	132	222
High sales value (\$000's)	(1)	85	132	222	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	5	2	2	3	15
Depreciation	5	2	2	5	12
Other	-5	-8	-5	-4	-3
<b>Dividends</b>	-3	-	-2	-	-8
<b>Investment activities</b>					
Disposal of fixed assets	2	-	-	1	5
Purchase of fixed assets	-9	-1	-3	-8	-24
Increase in investment	-1	-	-	-1	-3
Decrease in investment	1	-	-	2	1
<b>Financing activities</b>					
Increase in long term debt	8	7	2	7	18
Repayment of long term debt	-3	-	-	-5	-8
Loans from shareholders	4	-	1	4	9
Repayment of loans from shareholders	-4	-	-1	-2	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	2	-4	-	2
<b>Cash &amp; equivalents-Beginning of the year</b>	7	5	11	7	6
<b>Cash &amp; equivalents - End of the year</b>	7	6	7	7	8

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Barber and Beauty Shops (SIC 971)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	13,237	452,856	41,669	2,099	1,539
less than 20	12,999	361,739	33,295	2,076	1,509
20 - 99	222	70,077	6,468	21	17
100 - 499	14	X	1,214	2	6
500 and over	2	X	692	-	7
1987					
Total	14,866	592,370	48,910	2,419	...
less than 20	14,591	455,642	37,640	2,397	...
20 - 99	238	84,268	6,933	21	...
100 - 499	25	23,047	1,965	1	...
500 and over	12	29,413	2,372	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987

Canada, Beauty Shops (SIC 9712)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	947				
Average sales \$	79,360	30,362	44,320	67,816	174,942
Average expense \$	67,566	21,678	34,309	55,389	158,289
Average net profit (loss) \$	11,794	8,684	9,411	12,427	16,653
Businesses reporting a profit (No.)	890				
Average sales \$	79,312	30,161	44,225	66,988	175,872
Average expense \$	65,071	19,662	33,693	52,979	153,351
Average net profit \$	14,241	10,499	10,532	14,009	21,921
Businesses reporting a loss (No.)	57				
Average sales \$	81,375	32,544	45,504	76,541	170,909
Average expense \$	87,890	43,606	50,050	90,789	177,115
Average net loss \$	-6,515	-11,062	-4,546	-4,248	-6,206
<b>1986</b>					
Number of observations in sample	828				
Average sales \$	91,220	31,432	46,303	77,851	209,294
Average expense \$	80,325	21,401	35,990	66,382	197,527
Average net profit (loss) \$	10,895	10,031	10,313	11,469	11,767
Businesses reporting a profit (No.)	757				
Average sales \$	90,537	31,678	46,487	77,416	206,565
Average expense \$	76,968	20,827	34,208	63,296	189,541
Average net profit \$	13,569	10,851	12,279	14,120	17,024
Businesses reporting a loss (No.)	71				
Average sales \$	93,875	27,674	44,983	80,559	222,283
Average expense \$	100,017	30,162	48,767	85,595	235,544
Average net loss \$	-6,142	-2,488	-3,784	-5,036	-13,261
<b>1987</b>					
Number of observations in sample	829				
Average sales \$	88,194	29,913	43,189	69,329	202,343
Average expense \$	75,535	20,234	33,402	59,069	189,675
Average net profit (loss) \$	10,599	9,679	9,787	10,260	12,668
Businesses reporting a profit (No.)	657				
Average sales \$	84,989	29,735	43,353	67,833	199,033
Average expense \$	70,216	19,364	29,402	54,387	177,710
Average net profit \$	14,773	10,371	13,951	13,446	21,323
Businesses reporting a loss (No.)	172				
Average sales \$	90,936	33,762	42,213	76,576	211,191
Average expense \$	99,873	38,980	57,093	81,749	221,671
Average net loss \$	-8,937	-5,218	-14,880	-5,173	-10,480

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# SERVICES TO BUILDINGS & DWELLINGS

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	932				
Low sales value (\$000's)	(1)	(1)	36	54	102
High sales value (\$000's)	(1)	36	54	102	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	8.8	10.2	8.5	9.1	7.3	97.2	9.0	10.8	8.7	9.2	7.4
Depreciation	4.2	5.9	3.6	4.4	2.9	84.0	5.0	7.7	4.6	4.8	3.2
Repairs & maintenance	1.2	1.5	1.1	1.0	1.2	52.1	2.3	2.8	2.2	2.1	2.1
Heat, light & telephone	1.3	1.0	1.3	1.6	1.2	66.4	1.9	2.0	1.8	2.5	1.5
Rent	2.1	1.9	2.4	2.1	1.9	57.3	3.7	4.4	4.5	3.3	2.8
Personnel expenses	29.1	13.2	24.7	33.3	44.9	82.9	35.0	20.2	31.0	36.5	47.2
Financial expenses	2.5	3.2	2.0	2.4	2.5	90.1	2.8	3.9	2.3	2.6	2.5
Interest & bank charges	1.3	1.0	1.2	1.6	1.5	71.1	1.9	1.8	2.0	2.0	1.8
Professional fees	1.2	2.2	0.8	0.7	0.9	73.1	1.6	3.8	1.1	1.0	1.1
Other expenses	35.2	35.2	32.9	35.5	37.2	100.0	35.2	35.2	32.9	35.5	37.2
Profit (loss)	24.5	38.2	31.9	19.7	8.2	98.1	24.9	38.7	32.9	20.1	8.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small too be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9950 - Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	499				
Low sales value (\$000's)	(1)	(1)	63	112	233
High sales value (\$000's)	(1)	63	112	233	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	17	2	7	11	49
Inventory	-	-	-	-	-
Other current assets	20	3	10	20	47
Total current assets	37	4	16	31	96
Fixed assets	26	9	13	22	51
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	4	3	8	21
<b>Total assets</b>	<b>72</b>	<b>17</b>	<b>31</b>	<b>61</b>	<b>178</b>
<b>Liabilities and equity</b>					
Current loans	6	-	2	6	17
Other current liabilities	24	7	13	21	55
Total current liabilities	30	7	16	26	72
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	2	3
Other liabilities	17	9	7	17	36
<b>Total liabilities</b>	<b>49</b>	<b>16</b>	<b>23</b>	<b>45</b>	<b>111</b>
<b>Total equity</b>	<b>23</b>	<b>1</b>	<b>8</b>	<b>16</b>	<b>68</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Services to Buildings and Dwellings (SIC 995)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	499				
Low sales value (\$000's)	(1)	(1)	63	112	233
High sales value (\$000's)	(1)	63	112	233	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	0.6	1.0	1.2	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.1	17.6	2.9	2.9	1.6
Interest coverage ratio (times)	4.2	0.9	2.2	4.2	5.1
Debt ratio (times)	0.7	0.9	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	220				
Low sales value (\$000's)	(1)	(1)	75	112	244
High sales value (\$000's)	(1)	75	112	244	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	-3	-	3	25
Depreciation	7	2	6	8	13
Other	-1	-	5	-2	-6
<b>Dividends</b>	-3	-	-1	-2	-8
<b>Investment activities</b>					
Disposal of fixed assets	3	-	3	1	5
Purchase of fixed assets	-12	-1	-9	-8	-27
Increase in investment	-1	-	-	-	-4
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	4	-	-	5	9
Repayment of long term debt	-3	-	-3	-2	-6
Loans from shareholders	4	8	-	2	6
Repayment of loans from shareholders	-4	-5	-4	-1	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	1	-3	3	2
Cash & equivalents-Beginning of the year	7	1	8	6	12
Cash & equivalents - End of the year	8	2	4	9	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	7,647	601,455	56.878	1,671	1,036
less than 20	7,130	205,323	18.857	1,621	1,007
20 - 99	370	131,605	12,382	33	22
100 - 499	104	138,146	13,568	14	6
500 and over	43	126,381	12,071	3	1
1987					
Total	9,465	843,511	67.848	2,209	...
less than 20	8,851	288,821	22,141	2,157	...
20 - 99	454	191,535	15,600	37	...
100 - 499	111	170,935	13,860	12	...
500 and over	49	192,160	16,247	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,029				
Average sales \$	109,627	29,620	42,815	71,035	295,037
Average expense \$	96,570	18,244	30,895	58,710	278,432
Average net profit (loss) \$	13,057	11,376	11,920	12,325	16,605
Businesses reporting a profit (No.)	957				
Average sales \$	112,255	29,642	42,656	70,613	306,110
Average expense \$	95,376	17,467	27,575	54,753	281,707
Average net profit \$	16,879	12,175	15,081	15,860	24,403
Businesses reporting a loss (No.)	72				
Average sales \$	100,131	29,189	43,820	73,348	254,366
Average expense \$	107,041	33,660	47,714	80,384	266,404
Average net loss \$	-6,910	-4,471	-4,094	-7,036	-12,038
<b>1986</b>					
Number of observations in sample	1,322				
Average sales \$	118,308	31,045	45,783	76,273	320,131
Average expense \$	105,055	20,575	33,583	61,384	304,677
Average net profit (loss) \$	13,253	10,470	12,200	14,889	15,454
Businesses reporting a profit (No.)	1,091				
Average sales \$	118,650	30,954	45,989	75,287	322,369
Average expense \$	101,523	19,229	31,379	57,186	298,297
Average net profit \$	17,127	11,725	14,610	18,101	24,072
Businesses reporting a loss (No.)	231				
Average sales \$	118,099	31,948	44,563	82,075	313,808
Average expense \$	122,347	33,938	46,671	86,073	322,704
Average net loss \$	-4,248	-1,990	-2,108	-3,998	-8,896
<b>1987</b>					
Number of observations in sample	999				
Average sales \$	108,038	29,941	43,906	75,302	283,003
Average expense \$	93,543	18,603	30,213	60,887	264,467
Average net profit (loss) \$	14,495	11,338	13,693	14,415	18,536
Businesses reporting a profit (No.)	826				
Average sales \$	109,441	30,116	43,635	74,316	289,696
Average expense \$	90,727	17,714	27,576	56,637	260,981
Average net profit \$	18,714	12,402	16,059	17,679	28,715
Businesses reporting a loss (No.)	173				
Average sales \$	103,687	27,753	46,068	80,725	260,202
Average expense \$	110,388	29,684	51,264	84,261	276,342
Average net loss \$	-6,701	-1,931	-5,196	-3,536	-16,140

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



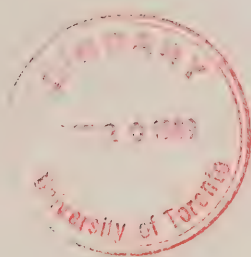


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# (FINISH) CARPENTRY

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Finish Carpentry (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,144					
Low sales value (\$000's)	(1)	(1)	33	50	106	
High sales value (\$000's)	(1)	33	50	106		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	20.5	15.3	16.5	20.4	29.9	59.1	34.7	36.7	31.6	32.2	37.7
Occupancy expenses	6.4	8.6	6.8	5.9	4.1	95.5	6.7	9.4	7.2	6.1	4.2
Depreciation	3.3	4.6	3.7	3.1	1.9	85.5	3.9	5.7	4.5	3.5	2.1
Repairs & maintenance	1.0	1.3	1.1	0.8	0.6	40.8	2.4	2.9	3.1	2.1	1.4
Heat, light & telephone	0.7	0.8	0.9	0.7	0.6	58.8	1.3	1.4	1.7	1.1	0.9
Rent	1.3	2.0	1.1	1.3	1.0	47.7	2.8	3.9	3.7	2.4	1.7
Personnel expenses	14.9	10.5	10.8	15.1	23.3	67.4	22.2	22.4	19.6	20.2	25.2
Financial expenses	1.5	1.6	1.3	1.7	1.2	85.1	1.7	2.2	1.6	1.9	1.3
Interest & bank charges	0.9	1.2	0.7	1.1	0.7	59.8	1.5	2.5	1.4	1.6	0.9
Professional fees	0.6	0.4	0.6	0.7	0.6	71.2	0.8	0.8	0.8	0.9	0.6
Other expenses	26.5	25.1	24.1	28.7	28.0	99.9	26.5	25.1	24.1	28.7	28.1
Profit (loss)	30.2	38.8	40.4	28.2	13.6	99.9	30.3	38.8	40.5	28.2	13.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4274 - Finish Carpentry Contractors

Businesses primarily engaged in on-site cabinetry, millwork installation, pre-fabricated sash and door installation, garage door installation, exterior and interior trimming and miscellaneous hardware installation. Included are businesses engaged in the installation and finishing of cabinetry, construction of built-in cabinets, the installation of interior and exterior wood trim.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Finish Carpentry (SIC 4274)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	316				
Low sales value (\$000's)	(1)	(1)	77	153	317
High sales value (\$000's)	(1)	77	153	317	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	27	2	9	18	78
Inventory	-	-	-	-	-
Other current assets	31	7	10	25	30
Total current assets	58	9	20	43	158
Fixed assets	25	10	14	19	58
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	5	1	2	3	13
<b>Total assets</b>	<b>88</b>	<b>19</b>	<b>35</b>	<b>66</b>	<b>229</b>
<b>Liabilities and equity</b>					
Current loans	7	1	3	5	19
Other current liabilities	34	7	13	29	86
Total current liabilities	41	8	16	34	105
Mortgages payable	-	-	-	-	-
Long term debt	1	1	2	1	2
Other liabilities	16	8	5	12	39
<b>Total liabilities</b>	<b>59</b>	<b>17</b>	<b>23</b>	<b>47</b>	<b>147</b>
<b>Total equity</b>	<b>29</b>	<b>3</b>	<b>12</b>	<b>19</b>	<b>82</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Finish Carpentry (SIC 4274)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	316				
Low sales value (\$000's)	(1)	(1)	77	153	317
High sales value (\$000's)	(1)	77	153	317	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.1	1.2	1.3	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	5.9	2.0	2.5	1.8
Interest coverage ratio (times)	9.0	4.9	6.6	10.5	9.5
Debt ratio (times)	0.7	0.9	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Finish Carpentry (SIC 4274)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	94	198	348
High sales value (\$000's)	(1)	94	198	348	(1)
Average (\$000's)					
Operating activities					
Cash from operations	21	2	13	20	45
Depreciation	6	2	3	7	11
Other	-4	-4	-2	1	-10
Dividends	-4	-3	-1	-5	-5
Investment activities					
Disposal of fixed assets	1	1	-	-	4
Purchase of fixed assets	-13	-6	-6	-10	-27
Increase in investment	-1	-	-1	-1	-2
Decrease in investment	1	-	-	-	5
Financing activities					
Increase in long term debt	7	2	3	6	14
Repayment of long term debt	-3	-	-2	-1	-7
Loans from shareholders	3	1	1	1	8
Repayment of loans from shareholders	-7	-2	-2	-2	-21
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-	-1	-1
Increase(decrease) in cash & equivalents	8	-6	6	14	15
Cash & equivalents-Beginning of the year	9	14	12	8	3
Cash & equivalents - End of the year	17	8	18	21	19

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Finish Carpentry (SIC 4274)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,641	137,938	5,734	855	608
less than 20	3,612	116,031	4,827	850	604
20 - 99	28	X	797	5	4
100 - 499	1	X	110	-	-
500 and over	-	-	-	-	-
1987					
Total	5,296	265,990	9,613	1,464	...
less than 20	5,258	229,494	8,310	1,461	...
20 - 99	37	X	1,198	3	...
100 - 499	1	X	105	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Finish Carpentry (SIC 4274)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	3,090				
Average sales \$	94,520	29,549	42,081	70,312	236,039
Average expense \$	79,133	17,449	28,941	54,578	215,563
Average net profit (loss) \$	15,387	12,200	13,140	15,734	20,476
Businesses reporting a profit (No.)	2,878				
Average sales \$	92,633	29,707	41,915	70,574	228,337
Average expense \$	75,109	16,852	27,150	53,595	202,839
Average net profit \$	17,524	12,855	14,765	16,979	25,498
Businesses reporting a loss (No.)	212				
Average sales \$	105,918	28,283	43,810	66,023	285,556
Average expense \$	111,794	31,547	47,562	70,704	297,361
Average net loss \$	-5,876	-3,264	-3,752	-4,681	-11,805
<b>1986</b>					
Number of observations in sample	3,413				
Average sales \$	107,621	29,720	43,464	75,316	281,982
Average expense \$	89,747	16,331	28,971	57,531	256,154
Average net profit (loss) \$	17,874	13,389	14,493	17,785	25,828
Businesses reporting a profit (No.)	3,111				
Average sales \$	106,556	29,776	43,413	74,752	278,282
Average expense \$	85,691	15,615	27,171	54,440	245,539
Average net profit \$	20,865	14,161	16,242	20,312	32,743
Businesses reporting a loss (No.)	302				
Average sales \$	113,056	28,473	44,024	80,112	299,614
Average expense \$	117,854	32,134	48,717	83,814	306,749
Average net loss \$	-4,798	-3,661	-4,693	-3,702	-7,135
<b>1987</b>					
Number of observations in sample	1,184				
Average sales \$	104,701	28,841	40,973	72,076	276,913
Average expense \$	85,316	17,581	24,156	52,437	247,091
Average net profit (loss) \$	19,385	11,260	16,817	19,639	29,822
Businesses reporting a profit (No.)	1,062				
Average sales \$	104,090	28,820	41,040	72,141	274,358
Average expense \$	82,016	17,146	22,693	50,560	237,663
Average net profit \$	22,074	11,674	18,347	21,581	36,695
Businesses reporting a loss (No.)	122				
Average sales \$	108,468	29,613	40,085	71,160	293,012
Average expense \$	115,589	33,785	43,340	78,748	306,481
Average net loss \$	-7,121	-4,172	-3,255	-7,588	-13,469

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Caterers (SIC 9214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	361					
Low sales value (\$000's)	(1)	(1)	55	91	161	
High sales value (\$000's)	(1)	55	91	161	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	50.6	50.8	53.3	54.6	43.4	90.6	55.8	57.2	57.9	60.3	47.9
Occupancy expenses	8.7	9.0	6.8	9.4	9.5	93.5	9.3	9.5	7.6	10.2	9.7
Depreciation	2.0	1.5	1.8	2.5	2.1	68.8	2.9	2.5	2.9	3.9	2.3
Repairs & maintenance	1.4	1.1	1.4	1.5	1.4	63.5	2.1	2.5	2.4	2.0	1.8
Heat, light & telephone	1.6	2.1	1.3	1.1	2.0	59.1	2.7	3.9	2.7	2.2	2.3
Rent	3.7	4.2	2.3	4.4	4.1	55.7	6.7	10.7	6.0	6.5	5.2
Personnel expenses	14.9	13.4	12.4	10.4	23.2	76.1	19.5	17.3	20.4	14.9	24.1
Financial expenses	1.8	1.3	2.3	1.6	2.0	87.5	2.1	1.7	2.5	1.9	2.0
Interest & bank charges	1.2	0.8	1.7	1.1	1.3	60.4	2.0	1.9	2.7	2.0	1.6
Professional fees	0.6	0.6	0.6	0.5	0.7	70.0	0.8	1.0	0.9	0.7	0.8
Other expenses	15.5	15.5	14.3	14.5	17.6	99.8	15.5	15.6	14.3	14.5	17.6
Profit (loss)	8.6	9.8	10.9	9.4	4.3	99.0	8.7	10.1	11.0	9.4	4.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- = zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9214 - Caterers

Businesses primarily engaged in catering whether by mobile canteens or in private halls, camps, etc. Businesses engaged in cafeterias, social and industrial home food catering services, mobile canteens and social catering services (weddings, parties, etc.) are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Caterers (SIC 9214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	101				
Low sales value (\$000's)	(1)	(1)	106	192	312
High sales value (\$000's)	(1)	106	192	312	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	10	1	3	5	30
Inventory	-	-	-	-	-
Other current assets	29	14	21	14	63
Total current assets	39	15	23	19	93
Fixed assets	50	13	62	50	72
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	3	6	4	32
<b>Total assets</b>	<b>100</b>	<b>32</b>	<b>91</b>	<b>73</b>	<b>196</b>
<b>Liabilities and equity</b>					
Current loans	10	3	1	5	29
Other current liabilities	35	7	37	31	65
Total current liabilities	46	9	38	37	94
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	1	6
Other liabilities	38	17	45	34	56
<b>Total liabilities</b>	<b>85</b>	<b>26</b>	<b>83</b>	<b>71</b>	<b>156</b>
<b>Total equity</b>	<b>15</b>	<b>6</b>	<b>9</b>	<b>2</b>	<b>40</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Caterers (SIC 9214)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	101				
Low sales value (\$000's)	(1)	(1)	106	192	312
High sales value (\$000's)	(1)	106	192	312	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.8	1.6	0.6	0.5	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.8	4.8	9.4	30.2	3.9
Interest coverage ratio (times)	2.9	1.9	1.9	1.5	3.8
Debt ratio (times)	0.9	0.8	0.9	1.0	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Caterers (SIC 9214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	40				
Low sales value (\$000's)	(1)	(1)	173	203	312
High sales value (\$000's)	(1)	173	203	312	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	1	6	-3	-6	8
Depreciation	9	6	8	5	15
Other	3	10	-	13	-9
<b>Dividends</b>	-4	-8	-	-3	-6
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	1	2
Purchase of fixed assets	-9	-4	-2	-11	-17
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	6	1	-	7	15
Repayment of long term debt	-8	-	-4	-9	-16
Loans from shareholders	6	7	1	8	8
Repayment of loans from shareholders	-9	-16	-1	-7	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-
Other	-	-	-1	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-4	1	-2	-2	-11
Cash & equivalents-Beginning of the year	6	2	4	3	15
Cash & equivalents - End of the year	3	4	2	1	4

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Caterers (SIC 9214)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,235	310,456	38.437	500	311
less than 20	1,929	52,421	6,429	457	293
20 - 99	167	47,027	5,778	15	7
100 - 499	80	66,580	8,278	18	9
500 and over	59	144,428	17,952	10	2
1987					
Total	2,825	379,876	42.213	679	...
less than 20	2,487	72,575	8,044	638	...
20 - 99	200	64,786	7,121	21	...
100 - 499	79	72,096	8,052	8	...
500 and over	59	170,419	18,996	12	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Caterers (SIC 9214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	583				
Average sales \$	165,441	37,283	68,257	112,911	443,311
Average expense \$	154,191	32,930	60,511	102,246	421,078
Average net profit (loss) \$	11,250	4,353	7,746	10,665	22,233
Businesses reporting a profit (No.)	521				
Average sales \$	164,557	37,700	67,818	112,679	440,030
Average expense \$	147,587	31,583	58,366	97,294	403,103
Average net profit \$	16,970	6,117	9,452	15,385	36,927
Businesses reporting a loss (No.)	62				
Average sales \$	168,407	35,327	71,337	114,758	452,205
Average expense \$	181,573	39,246	75,583	141,655	469,809
Average net loss \$	-13,166	-3,919	-4,246	-26,897	-17,604
<b>1986</b>					
Number of observations in sample	583				
Average sales \$	162,478	34,798	60,739	110,486	443,888
Average expense \$	150,997	30,412	53,280	96,695	423,601
Average net profit (loss) \$	11,481	4,386	7,459	13,791	20,287
Businesses reporting a profit (No.)	502				
Average sales \$	156,193	34,599	61,789	110,401	417,983
Average expense \$	138,846	27,951	52,065	95,155	380,212
Average net profit \$	17,347	6,648	9,724	15,246	37,771
Businesses reporting a loss (No.)	81				
Average sales \$	175,958	35,910	55,200	111,759	500,963
Average expense \$	185,659	44,141	59,697	119,601	519,198
Average net loss \$	-9,701	-8,231	-4,497	-7,842	-18,235
<b>1987</b>					
Number of observations in sample	463				
Average sales \$	142,690	38,571	74,619	120,313	337,255
Average expense \$	133,577	34,813	66,406	109,132	323,957
Average net profit (loss) \$	9,113	3,758	8,213	11,181	13,298
Businesses reporting a profit (No.)	349				
Average sales \$	143,533	38,221	75,154	122,452	338,303
Average expense \$	129,093	31,748	63,649	106,509	314,466
Average net profit \$	14,440	6,473	11,505	15,943	23,837
Businesses reporting a loss (No.)	114				
Average sales \$	139,752	39,643	72,300	112,741	334,323
Average expense \$	147,867	44,209	78,345	118,416	350,497
Average net loss \$	-8,115	-4,566	-6,045	-5,675	-16,174

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# (WOMEN'S) CLOTHING INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Women's Clothing Industries (SIC 244)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	551					
Low sales value (\$000's)	(1)	(1)	95	254	631	
High sales value (\$000's)	(1)	95	254	631	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	16.3	11.1	12.5	14.4	27.2	75.4	21.7	19.0	19.7	16.9	29.0
Occupancy expenses	7.5	11.8	6.9	6.8	4.8	99.1	7.6	11.8	6.9	6.9	4.9
Depreciation	1.8	2.7	1.6	1.8	1.2	86.7	2.1	3.6	1.9	2.0	1.3
Repairs & maintenance	0.9	0.8	1.0	0.9	0.7	63.2	1.4	1.5	1.6	1.3	1.1
Heat, light & telephone	1.5	2.9	1.1	1.1	0.9	87.4	1.7	3.2	1.4	1.2	1.0
Rent	3.4	5.3	3.2	3.0	2.0	72.8	4.6	9.5	4.6	3.6	2.5
Personnel expenses	39.2	28.1	38.6	47.9	41.7	87.2	45.0	45.6	43.3	48.6	42.5
Financial expenses	1.9	2.3	1.9	1.8	1.7	91.8	2.1	3.0	2.1	1.8	1.7
Interest & bank charges	0.9	0.8	1.0	0.9	1.0	75.0	1.3	1.3	1.6	1.1	1.1
Professional fees	1.0	1.5	0.9	0.9	0.7	85.6	1.1	2.2	1.0	0.9	0.7
Other expenses	30.6	40.4	34.5	27.0	20.8	100.0	30.6	40.4	34.5	27.0	20.8
Profit (loss)	4.5	6.2	5.7	2.1	3.8	99.5	4.5	6.2	5.8	2.1	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2440 - Women's Clothing Industries

Businesses primarily engaged in manufacturing women's, misses' and juniors' outerwear, sportswear, dresses, blouses, shirts and similar products according to recognized size scales. Both "regular" factories and "contract" factories making women's clothing are classified in this industry group.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Women's Clothing Industries (SIC 244)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	462				
Low sales value (\$000's)	(1)	(1)	219	413	805
High sales value (\$000's)	(1)	219	413	805	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	58	6	20	55	152
Inventory	-	-	-	-	-
Other current assets	97	38	42	95	212
Total current assets	155	44	62	151	363
Fixed assets	44	16	34	51	73
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	2	10	15	23
<b>Total assets</b>	<b>211</b>	<b>63</b>	<b>107</b>	<b>216</b>	<b>459</b>
<b>Liabilities and equity</b>					
Current loans	32	5	12	31	81
Other current liabilities	71	21	32	66	162
Total current liabilities	103	26	44	97	243
Mortgages payable	-	-	-	-	-
Long term debt	2	-	1	1	7
Other liabilities	32	21	26	35	44
<b>Total liabilities</b>	<b>137</b>	<b>47</b>	<b>71</b>	<b>133</b>	<b>294</b>
<b>Total equity</b>	<b>75</b>	<b>15</b>	<b>35</b>	<b>83</b>	<b>165</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Women's Clothing Industries (SIC 244)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	462				
Low sales value (\$000's)	(1)	(1)	219	413	805
High sales value (\$000's)	(1)	219	413	805	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.7	1.4	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	3.2	2.0	1.6	1.8
Interest coverage ratio (times)	4.1	1.2	3.1	4.4	4.6
Debt ratio (times)	0.6	0.8	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Women's Clothing Industries (SIC 244)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	258				
Low sales value (\$000's)	(1)	(1)	229	416	825
High sales value (\$000's)	(1)	229	416	825	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	19	-	9	18	47
Depreciation	9	3	8	10	15
Other	-10	8	-2	-15	-28
<b>Dividends</b>	<b>-13</b>	<b>-8</b>	<b>-9</b>	<b>-14</b>	<b>-18</b>
<b>Investment activities</b>					
Disposal of fixed assets	2	1	5	1	1
Purchase of fixed assets	-15	-3	-10	-20	-28
Increase in investment	-2	-	-1	-3	-4
Decrease in investment	1	-	-	2	-
<b>Financing activities</b>					
Increase in long term debt	8	-	5	10	16
Repayment of long term debt	-4	-1	-2	-5	-9
Loans from shareholders	7	5	2	9	10
Repayment of loans from shareholders	-6	-1	-9	-4	-11
Advances & loans from government	1	-	-	-	2
Increase in equity	2	-	5	1	3
Decrease in equity	-1	-	-2	-1	-1
Other	-	1	-	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>-3</b>	<b>4</b>	<b>-</b>	<b>-11</b>	<b>-4</b>
Cash & equivalents-Beginning of the year	8	30	5	14	-16
Cash & equivalents - End of the year	5	34	5	3	-20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Women's Clothing Industries (SIC 244)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,477	526,127	39,491	263	178
less than 20	937	75,407	5,627	218	145
20 - 99	436	223,072	16,646	37	27
100 - 499	90	187,547	14,023	7	6
500 and over	14	40,101	3,195	1	-
1987					
Total	1,703	597,863	37,936	330	...
less than 20	1,188	104,719	6,551	272	...
20 - 99	408	247,618	15,649	42	...
100 - 499	92	194,131	12,402	15	...
500 and over	15	51,395	3,334	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Women's Clothing Industries (SIC 244)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	334				
Average sales \$	455,399	64,077	196,203	471,681	1,089,633
Average expense \$	445,197	58,525	193,982	456,184	1,072,095
Average net profit (loss) \$	10,202	5,552	2,221	15,497	17,538
Businesses reporting a profit (No.)	266				
Average sales \$	448,828	62,834	176,974	479,170	1,076,332
Average expense \$	420,951	48,602	164,995	446,969	1,023,275
Average net profit \$	27,867	14,232	11,979	32,201	53,056
Businesses reporting a loss (No.)	68				
Average sales \$	475,003	66,589	241,120	447,044	1,145,259
Average expense \$	525,758	78,576	261,691	486,502	1,276,252
Average net loss \$	-50,755	-11,987	-20,571	-39,458	-131,003
<b>1986</b>					
Number of observations in sample	365				
Average sales \$	400,934	41,544	148,849	397,571	1,015,770
Average expense \$	391,917	40,760	142,466	394,771	989,671
Average net profit (loss) \$	9,017	784	6,383	2,800	26,099
Businesses reporting a profit (No.)	278				
Average sales \$	408,071	51,038	146,590	400,860	1,033,696
Average expense \$	380,973	40,197	134,444	374,752	974,499
Average net profit \$	27,098	10,841	12,146	26,208	59,197
Businesses reporting a loss (No.)	87				
Average sales \$	388,690	35,713	156,831	387,296	974,920
Average expense \$	422,911	41,106	170,814	455,476	1,024,247
Average net loss \$	-34,221	-5,393	-13,983	-68,180	-49,327
<b>1987</b>					
Number of observations in sample	530				
Average sales \$	423,954	57,586	157,887	402,292	1,078,051
Average expense \$	406,139	48,655	146,050	392,922	1,036,930
Average net profit (loss) \$	17,815	8,931	11,837	9,370	41,121
Businesses reporting a profit (No.)	434				
Average sales \$	427,390	57,718	157,094	404,046	1,090,702
Average expense \$	393,722	41,658	134,825	376,709	1,021,694
Average net profit \$	33,668	16,060	22,269	27,337	69,008
Businesses reporting a loss (No.)	156				
Average sales \$	411,462	57,099	160,301	398,667	1,029,779
Average expense \$	444,056	74,531	180,212	426,411	1,095,070
Average net loss \$	-32,594	-17,432	-19,911	-27,744	-65,291

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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-S 51

CLOTHING STORES N.E.C

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Clothing Stores n.e.c. (SIC 6141)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	420					
Low sales value (\$000's)	(1)	(1)	58	138	315	
High sales value (\$000's)	(1)	58	138	315	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	54.9	53.4	53.1	56.9	56.2	91.4	60.1	65.0	57.5	59.7	58.8
Occupancy expenses	11.7	19.4	11.2	8.5	7.9	98.3	11.9	20.8	11.2	8.5	7.9
Depreciation	1.7	3.0	1.3	1.5	1.1	83.7	2.1	3.9	1.9	1.6	1.2
Repairs & maintenance	0.7	1.5	0.4	0.5	0.6	68.9	1.1	1.9	0.7	0.8	0.7
Heat, light & telephone	1.5	2.0	1.9	1.3	1.0	93.5	1.6	2.4	1.9	1.4	1.0
Rent	7.7	12.9	7.7	5.2	5.2	78.1	9.9	15.9	10.3	6.9	6.5
Personnel expenses	11.0	5.2	12.0	11.1	15.5	83.6	13.1	10.3	13.2	11.9	15.6
Financial expenses	3.1	3.7	3.8	2.8	2.2	95.2	3.3	4.0	4.1	2.8	2.2
Interest & bank charges	2.3	2.8	2.6	2.0	1.6	86.5	2.6	3.6	3.1	2.2	1.8
Professional fees	0.8	0.8	1.2	0.8	0.6	82.7	1.0	1.3	1.4	0.8	0.6
Other expenses	17.6	18.9	18.4	17.4	15.8	100.0	17.6	18.9	18.4	17.4	15.8
Profit (loss)	1.7	-0.5	1.6	3.3	2.5	100.0	1.7	-0.5	1.6	3.3	2.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6141 - Clothing Stores n.e.c.

Businesses primarily engaged in retail dealing in clothing not elsewhere classified or in a combination of men's, women's and children's clothing and accessories. Included in this industry are businesses primarily engaged in retailing fur goods. Retail children's and infants' clothing, children's clothing stores, retail children's coats, combination (men's, women's and children's) clothing stores, retail children's dresses, blouses and shirts, family clothing stores, retail fur goods, retail children's hosiery, retail infants and toddlers clothing, retail children's pants and slacks, retail children's skirts, retail children's sleepwear, retail children's suits, retail children's sweaters and retail children's underwear are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Clothing Stores n.e.c. (SIC 6141)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	312				
Low sales value (\$000's)	(1)	(1)	171	286	534
High sales value (\$000's)	(1)	171	286	534	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	2	4	12	32
Inventory	-	-	-	-	-
Other current assets	133	40	82	132	278
Total current assets	146	42	86	144	310
Fixed assets	32	12	18	27	71
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	11	2	3	13	24
<b>Total assets</b>	<b>188</b>	<b>56</b>	<b>106</b>	<b>185</b>	<b>406</b>
<b>Liabilities and equity</b>					
Current loans	26	11	16	26	52
Other current liabilities	69	28	39	55	155
Total current liabilities	95	37	56	81	207
Mortgages payable	-	-	-	-	-
Long term debt	2	2	1	1	3
Other liabilities	38	21	26	40	65
<b>Total liabilities</b>	<b>135</b>	<b>60</b>	<b>83</b>	<b>123</b>	<b>275</b>
<b>Total equity</b>	<b>53</b>	<b>-4</b>	<b>23</b>	<b>62</b>	<b>131</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Clothing Stores n.e.c. (SIC 6141)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	312				
Low sales value (\$000's)	(1)	(1)	171	286	534
High sales value (\$000's)	(1)	171	286	534	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.1	1.5	1.8	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	-15.8	3.7	2.0	2.1
Interest coverage ratio (times)	2.1	...	2.0	1.9	3.2
Debt ratio (times)	0.7	1.1	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Clothing Stores n.e.c. (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	179	315	558
High sales value (\$000's)	(1)	179	315	558	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	9	3	1	8	24
Depreciation	6	3	5	4	13
Other	-7	-9	3	-3	-18
<b>Dividends</b>	-4	-1	-2	-6	-5
<b>Investment activities</b>					
Disposal of fixed assets	2	-	3	1	5
Purchase of fixed assets	-9	-1	-4	-7	-26
Increase in investment	-1	-	-	-1	-2
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	6	-	1	8	16
Repayment of long term debt	-5	-3	-4	-7	-7
Loans from shareholders	5	-	3	4	12
Repayment of loans from shareholders	-5	-1	-5	-5	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	-8	-1	-4	-1
Cash & equivalents-Beginning of the year	2	11	-	-7	4
Cash & equivalents - End of the year	-1	3	-	-11	3

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Clothing Stores n.e.c. (SIC 6141)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,401	59,763	6,617	230	177
less than 20	1,341	34,893	3,854	227	171
20 - 99	49	13,915	1,566	3	5
100 - 499	6	5,099	566	-	-
500 and over	5	5,856	631	-	1
1987					
Total	1,528	80,545	7,428	335	...
less than 20	1,466	40,558	3,743	328	...
20 - 99	41	12,107	1,121	5	...
100 - 499	13	13,028	1,207	-	...
500 and over	8	14,852	1,357	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Clothing Stores n.e.c. (SIC 6141)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	514				
Average sales \$	284,019	46,089	113,029	251,874	725,085
Average expense \$	271,270	41,525	108,591	244,029	690,935
Average net profit (loss) \$	12,749	4,564	4,438	7,846	34,150
Businesses reporting a profit (No.)	407				
Average sales \$	288,751	46,873	112,722	249,379	745,431
Average expense \$	266,821	38,674	102,780	234,564	691,266
Average net profit \$	21,930	8,199	9,942	15,415	54,165
Businesses reporting a loss (No.)	107				
Average sales \$	263,249	43,062	113,819	256,484	699,630
Average expense \$	283,163	52,513	123,541	267,049	689,547
Average net loss \$	-19,914	-9,451	-9,722	-10,565	-49,317
<b>1986</b>					
Number of observations in sample	773				
Average sales \$	237,912	37,509	89,572	187,019	637,548
Average expense \$	233,475	40,413	89,054	182,613	621,819
Average net profit (loss) \$	4,437	-2,904	518	4,406	15,729
Businesses reporting a profit (No.)	525				
Average sales \$	247,546	38,580	99,371	190,073	662,158
Average expense \$	232,105	29,791	89,548	178,860	630,221
Average net profit \$	15,441	8,789	9,823	11,213	31,937
Businesses reporting a loss (No.)	248				
Average sales \$	218,899	36,219	77,742	180,954	580,681
Average expense \$	233,532	53,197	88,457	190,066	602,406
Average net loss \$	-14,633	-16,978	-10,715	-9,112	-21,725
<b>1987</b>					
Number of observations in sample	490				
Average sales \$	247,748	40,682	91,754	203,523	655,033
Average expense \$	241,831	40,559	91,517	198,647	636,602
Average net profit (loss) \$	5,917	123	237	4,876	18,431
Businesses reporting a profit (No.)	338				
Average sales \$	255,289	39,393	90,799	208,679	682,284
Average expense \$	236,936	28,636	79,024	194,299	645,784
Average net profit \$	18,353	10,757	11,775	14,380	36,500
Businesses reporting a loss (No.)	152				
Average sales \$	229,140	42,165	92,943	193,525	587,928
Average expense \$	245,600	54,271	107,059	207,078	613,990
Average net loss \$	-16,460	-12,106	-14,116	-13,553	-26,062

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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(MEN'S) CLOTHING STORES  
//

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Men's Clothing Stores (SIC 6121)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	617					
Low sales value (\$000's)	(1)	(1)	108	231	499	
High sales value (\$000's)	(1)	108	231	499	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.0	35.9	56.9	54.8	56.2	92.6	55.1	46.1	58.7	57.2	56.4
Occupancy expenses	8.8	12.6	7.7	7.7	7.3	99.1	8.9	12.6	8.0	7.7	7.3
Depreciation	1.4	2.0	1.4	1.1	1.2	86.5	1.6	2.8	1.6	1.1	1.2
Repairs & maintenance	0.7	1.1	0.7	0.6	0.5	72.3	1.0	1.4	1.0	0.9	0.6
Heat, light & telephone	1.5	2.6	1.2	1.2	0.9	93.3	1.6	2.9	1.4	1.3	0.9
Rent	5.3	7.0	4.5	4.8	4.7	78.6	6.7	8.5	6.6	5.9	5.8
Personnel expenses	16.1	15.6	14.9	17.0	16.9	91.4	17.6	20.2	16.7	17.1	16.9
Financial expenses	2.6	2.5	3.3	2.4	2.1	97.3	2.6	2.6	3.4	2.4	2.2
Interest & bank charges	1.7	1.7	2.0	1.5	1.5	83.4	2.0	2.3	2.4	1.8	1.7
Professional fees	0.9	0.8	1.2	0.8	0.6	86.3	1.0	1.1	1.5	0.9	0.7
Other expenses	16.2	22.8	13.8	14.9	13.6	100.0	16.2	22.8	13.8	14.9	13.6
Profit (loss)	5.2	10.5	3.4	3.2	3.9	99.3	5.3	10.6	3.5	3.2	3.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6121 - Men's Clothing Stores

Businesses primarily engaged in retail dealing in men's and boys' clothing (except athletic) and accessories. Businesses primarily engaged in custom tailoring are included here. Businesses engaged in retail men's and boys' apparel, retail men's and boys' beachwear, retail men's and boys' clothing, men's custom tailored clothing, men's retail gloves, haberdashery, retail men's and boys' hats and caps, retail men's and boys' hosiery, retail men's and boys' jackets, retail men's and boys' neckwear, men's clothing stores, retail men's furnishings, retail men's and boys' overcoats, retail men's and boys' pants and slacks, retail men's and boys' shirts, retail men's and boys' sleep and loungewear, retail men's and boys' sportswear, retail men's and boys' suits, retail men's and boys' sweaters, retail men's and boys' swimwear, retail men's and boys' underclothing, retail men's and boys' uniforms (except athletic) and retail men's and boys' clothing are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Men's Clothing Stores (SIC 6121)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	524				
Low sales value (\$000's)	(1)	(1)	187	349	613
High sales value (\$000's)	(1)	187	349	613	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	14	3	6	16	30
Inventory	-	-	-	-	-
Other current assets	153	41	97	169	301
Total current assets	166	45	102	185	331
Fixed assets	35	15	20	40	66
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	8	11	13	49
<b>Total assets</b>	<b>222</b>	<b>67</b>	<b>134</b>	<b>238</b>	<b>447</b>
<b>Liabilities and equity</b>					
Current loans	22	8	10	26	42
Other current liabilities	73	30	42	67	151
Total current liabilities	95	38	53	93	193
Mortgages payable	-	-	-	-	-
Long term debt	4	1	4	7	4
Other liabilities	35	16	27	36	62
<b>Total liabilities</b>	<b>134</b>	<b>55</b>	<b>83</b>	<b>136</b>	<b>260</b>
<b>Total equity</b>	<b>88</b>	<b>12</b>	<b>50</b>	<b>102</b>	<b>187</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Men's Clothing Stores (SIC 6121)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	524				
Low sales value (\$000's)	(1)	(1)	187	349	613
High sales value (\$000's)	(1)	187	349	613	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	1.2	1.9	2.0	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	4.5	1.7	1.3	1.4
Interest coverage ratio (times)	3.2	...	2.5	2.9	4.4
Debt ratio (times)	0.6	0.8	0.6	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	369				
Low sales value (\$000's)	(1)	(1)	193	355	622
High sales value (\$000's)	(1)	193	355	622	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	-1	5	16	33
Depreciation	6	1	5	5	12
Other	-9	2	-4	-11	-24
<b>Dividends</b>	-7	-4	-6	-4	-12
<b>Investment activities</b>					
Disposal of fixed assets	5	6	8	1	5
Purchase of fixed assets	-10	-	-4	-10	-25
Increase in investment	-4	-	-7	-2	-7
Decrease in investment	1	-	-	1	5
<b>Financing activities</b>					
Increase in long term debt	6	-	1	8	15
Repayment of long term debt	-5	-3	-4	-5	-9
Loans from shareholders	7	1	7	7	14
Repayment of loans from shareholders	-5	-2	-1	-3	-14
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	2	1
Decrease in equity	-1	-	-2	-	-1
Other	-	-	-1	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-1	-3	3	-7
Cash & equivalents-Beginning of the year	11	-2	11	4	31
Cash & equivalents - End of the year	9	-3	7	7	24

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Men's Clothing Stores (SIC 6121)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,513	276,007	20,685	256	183
less than 20	2,382	106,228	8,001	251	177
20 - 99	85	35,552	2,756	3	1
100 - 499	37	38,536	2,887	2	5
500 and over	9	95,691	7,041	-	-
1987					
Total	2,579	359,898	24,903	315	...
less than 20	2,432	125,063	8,731	300	...
20 - 99	91	44,314	3,104	7	...
100 - 499	22	31,771	2,219	5	...
500 and over	34	158,750	10,849	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Men's Clothing Stores (SIC 6121)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	600				
Average sales \$	244,072	45,733	94,248	211,258	625,049
Average expense \$	231,048	38,981	91,435	205,675	588,100
Average net profit (loss) \$	13,024	6,752	2,813	5,583	36,949
Businesses reporting a profit (No.)	541				
Average sales \$	242,113	44,971	91,361	208,951	623,167
Average expense \$	223,902	36,469	81,535	199,471	578,134
Average net profit \$	18,211	8,502	9,826	9,480	45,033
Businesses reporting a loss (No.)	59				
Average sales \$	252,537	51,488	99,974	219,014	639,671
Average expense \$	265,276	57,937	111,072	226,539	665,557
Average net loss \$	-12,739	-6,449	-11,098	-7,525	-25,886
<b>1986</b>					
Number of observations in sample	268				
Average sales \$	281,131	59,894	128,436	265,965	670,329
Average expense \$	269,254	54,392	121,695	258,659	642,271
Average net profit (loss) \$	11,877	5,502	6,741	7,206	28,058
Businesses reporting a profit (No.)	200				
Average sales \$	289,662	56,730	129,550	260,528	711,840
Average expense \$	268,398	42,977	119,863	244,965	665,786
Average net profit \$	21,264	13,753	9,687	15,563	46,054
Businesses reporting a loss (No.)	68				
Average sales \$	253,985	69,136	120,957	276,002	549,844
Average expense \$	270,103	87,728	133,990	284,670	574,023
Average net loss \$	-16,118	-18,592	-13,033	-8,668	-24,179
<b>1987</b>					
Number of observations in sample	692				
Average sales \$	342,754	63,270	156,989	337,819	812,936
Average expense \$	327,921	56,538	149,097	327,327	778,722
Average net profit (loss) \$	14,833	6,732	7,892	10,492	34,214
Businesses reporting a profit (No.)	533				
Average sales \$	345,730	63,632	156,162	341,807	821,319
Average expense \$	320,445	46,772	142,137	320,872	771,997
Average net profit \$	25,285	16,860	14,025	20,935	49,322
Businesses reporting a loss (No.)	159				
Average sales \$	331,754	62,555	159,704	327,034	777,724
Average expense \$	349,878	75,805	171,954	344,784	806,967
Average net loss \$	-18,124	-13,250	-12,250	-17,750	-29,243

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
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-S 51

# WOMEN'S CLOTHING STORES

## CANADA

### 1987



SMALL BUSINESS OFFICE



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Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Women's Clothing Stores (SIC 6131)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,052					
Low sales value (\$000's)	(1)	(1)	62	150	292	
High sales value (\$000's)	(1)	62	150	292	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	58.7	60.1	58.2	60.1	56.6	96.2	61.1	64.5	62.1	60.2	57.8
Occupancy expenses	11.1	14.8	11.9	9.1	8.4	98.2	11.3	15.8	12.0	9.1	8.4
Depreciation	1.4	1.9	1.3	1.2	1.2	80.1	1.8	3.4	1.7	1.3	1.3
Repairs & maintenance	0.6	0.5	0.6	0.6	0.4	63.3	0.9	1.1	0.9	0.9	0.6
Heat, light & telephone	1.5	2.3	1.5	1.2	0.8	90.7	1.6	2.9	1.7	1.3	0.9
Rent	7.6	10.0	8.5	6.1	5.9	80.7	9.4	14.4	10.5	7.0	6.9
Personnel expenses	12.3	9.9	9.9	13.6	15.9	85.4	14.4	17.1	11.6	13.7	16.1
Financial expenses	2.7	3.5	2.6	2.5	2.1	93.5	2.9	4.2	2.8	2.6	2.1
Interest & bank charges	1.9	2.5	1.8	1.7	1.4	75.8	2.5	3.8	2.7	2.0	1.7
Professional fees	0.8	1.0	0.8	0.8	0.6	85.4	1.0	1.4	0.9	0.9	0.7
Other expenses	14.7	16.4	16.5	11.5	14.6	100.0	14.7	16.4	16.5	11.5	14.6
Profit (loss)	0.5	-4.7	0.8	3.3	2.5	99.5	0.5	-4.7	0.9	3.3	2.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6131 - Women's Clothing Stores

Businesses primarily engaged in retail dealing in women's clothing (except athletic) and accessories. Included are businesses engaged in retail women's clothing and accessories, retail women's apparel, retail women's clothing, retail women's coats, women's clothing custom tailoring, retail dresses, retail women's dressing gowns, retail foundation garments, retail women's gloves, retail women's headwear, retail women's hosiery, retail lingerie, retail millinery, retail women's neckwear, retail skirts, retail women's slacks and pants, retail women's sleepwear, retail women's sportswear (except athletic), retail women's suits, retail women's sweaters, retail women's undergarments, retail women's uniforms (except athletic) and women's clothing stores.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	767				
Low sales value (\$000's)	(1)	(1)	152	248	433
High sales value (\$000's)	(1)	152	248	433	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	8	2	3	5	22
Inventory	-	-	-	-	-
Other current assets	104	34	59	96	225
Total current assets	112	36	62	101	247
Fixed assets	26	11	13	25	56
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	3	5	7	34
<b>Total assets</b>	<b>150</b>	<b>50</b>	<b>80</b>	<b>134</b>	<b>338</b>
<b>Liabilities and equity</b>					
Current loans	19	8	9	15	45
Other current liabilities	56	25	28	47	125
Total current liabilities	75	33	37	62	170
Mortgages payable	-	-	-	-	-
Long term debt	4	1	3	5	6
Other liabilities	34	19	24	28	63
<b>Total liabilities</b>	<b>113</b>	<b>52</b>	<b>64</b>	<b>95</b>	<b>239</b>
<b>Total equity</b>	<b>38</b>	<b>-3</b>	<b>15</b>	<b>38</b>	<b>99</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Women's Clothing Stores (SIC 6131)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	767				
Low sales value (\$000's)	(1)	(1)	152	248	433
High sales value (\$000's)	(1)	152	248	433	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.1	1.7	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.0	-19.9	4.2	2.5	2.4
Interest coverage ratio (times)	2.1	...	1.4	3.0	2.7
Debt ratio (times)	0.8	1.1	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	464				
Low sales value (\$000's)	(1)	(1)	170	262	471
High sales value (\$000's)	(1)	170	262	471	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	-1	3	8	17
Depreciation	6	3	3	5	12
Other	-9	5	-11	-5	-24
<b>Dividends</b>	-4	-2	-1	-2	-9
<b>Investment activities</b>					
Disposal of fixed assets	2	-	-	-	7
Purchase of fixed assets	-9	-	-2	-6	-25
Increase in investment	-1	-	-	-2	-2
Decrease in investment	1	1	-	-	3
<b>Financing activities</b>					
Increase in long term debt	5	2	5	1	13
Repayment of long term debt	-4	-2	-2	-5	-6
Loans from shareholders	5	2	4	5	10
Repayment of loans from shareholders	-5	-4	-3	-5	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	4	-	10	4	1
Decrease in equity	-1	-	-4	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-3	2	1	-2	-13
Cash & equivalents-Beginning of the year	9	2	8	6	20
Cash & equivalents - End of the year	6	4	9	4	7

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Women's Clothing Stores (SIC 6131)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	5,246	416,327	42,063	852	668
less than 20	4,857	153,537	15,470	839	641
20 - 99	226	74,166	7,463	9	15
100 - 499	83	55,475	5,547	2	11
500 and over	80	133,149	13,583	2	1
1987					
Total	6,216	587,024	52,554	1,192	...
less than 20	5,731	195,828	17,484	1,149	...
20 - 99	288	107,345	9,523	26	...
100 - 499	99	78,523	7,035	10	...
500 and over	98	205,328	18,512	7	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Women's Clothing Stores (SIC 6131)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	751				
Average sales \$	239,518	49,254	118,099	206,007	584,710
Average expense \$	227,454	51,765	108,402	198,823	550,826
Average net profit (loss) \$	12,064	-2,511	9,697	7,184	33,884
Businesses reporting a profit (No.)	622				
Average sales \$	243,261	50,925	115,280	210,324	596,516
Average expense \$	223,646	44,574	100,346	196,640	553,024
Average net profit \$	19,615	6,351	14,934	13,684	43,492
Businesses reporting a loss (No.)	129				
Average sales \$	221,005	46,660	129,475	188,965	518,920
Average expense \$	237,463	62,924	140,907	207,444	538,576
Average net loss \$	-16,458	-16,264	-11,432	-18,479	-19,656
<b>1986</b>					
Number of observations in sample	934				
Average sales \$	253,352	51,413	112,447	216,816	632,731
Average expense \$	246,364	52,366	109,690	211,438	611,960
Average net profit (loss) \$	6,988	-953	2,757	5,378	20,771
Businesses reporting a profit (No.)	637				
Average sales \$	257,898	53,393	115,727	222,794	639,678
Average expense \$	241,033	46,355	103,731	209,711	604,334
Average net profit \$	16,865	7,038	11,996	13,083	35,344
Businesses reporting a loss (No.)	297				
Average sales \$	241,802	49,384	105,641	201,227	610,957
Average expense \$	258,095	58,526	122,050	215,939	635,864
Average net loss \$	-16,293	-9,142	-16,409	-14,712	-24,907
<b>1987</b>					
Number of observations in sample	1,210				
Average sales \$	234,403	40,713	106,959	206,304	583,637
Average expense \$	229,496	42,519	105,168	200,774	559,524
Average net profit (loss) \$	4,907	-1,806	1,791	5,530	14,113
Businesses reporting a profit (No.)	814				
Average sales \$	235,034	42,527	108,561	209,120	579,928
Average expense \$	219,557	35,956	99,427	193,851	548,993
Average net profit \$	15,477	6,571	9,134	15,269	30,935
Businesses reporting a loss (No.)	396				
Average sales \$	234,402	39,409	103,636	200,609	593,952
Average expense \$	251,428	47,236	117,074	214,777	625,626
Average net loss \$	-17,026	-7,827	-13,438	-14,168	-32,674

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
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-S 51

Computer  
Publications

# COMPUTER SERVICES

IV

## CANADA

### 1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	532					
Low sales value (\$000's)	(1)	(1)	38	62	128	
High sales value (\$000's)	(1)	38	62	128	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	8.2	7.7	7.4	7.1	10.6	90.1	9.1	9.5	8.8	7.4	10.8
Depreciation	3.7	4.3	3.0	3.2	4.4	78.4	4.7	7.0	4.2	3.7	4.7
Repairs & maintenance	0.9	0.6	1.2	0.5	1.4	35.6	2.6	2.1	3.2	1.7	2.9
Heat, light & telephone	1.0	0.8	0.8	1.1	1.3	62.5	1.6	2.0	1.2	1.8	1.7
Rent	2.6	2.0	2.5	2.3	3.5	53.5	4.8	5.1	4.5	4.5	5.0
Personnel expenses	22.7	11.6	15.5	28.3	35.2	62.1	36.6	32.7	34.6	36.4	39.2
Financial expenses	4.1	2.5	5.0	3.5	5.2	78.5	5.2	4.2	7.2	3.9	5.6
Interest & bank charges	1.1	1.1	1.0	1.0	1.3	55.4	2.0	3.4	1.8	1.7	1.7
Professional fees	3.0	1.4	4.0	2.5	3.9	66.7	4.4	3.1	7.3	2.9	4.9
Other expenses	30.6	28.9	24.9	28.0	40.6	98.2	31.2	28.9	26.7	28.1	40.6
Profit (loss)	34.4	49.3	47.2	33.1	8.3	96.3	35.7	55.2	48.2	33.6	8.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7721 - Computer Services

Businesses primarily engaged in providing computer facilities on a rental, leasing or time sharing basis and such activities as programming, planning and systems work. This industry includes computer consulting services, computer input preparation services, computer processing services, computer programming services, computer rental or leasing services (except finance leasing), computer services, computer software services, computer time-sharing services, computer services software packages, computer services systems analysis and design and computer services systems design.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	443				
Low sales value (\$000's)	(1)	(1)	59	100	244
High sales value (\$000's)	(1)	59	100	244	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	4	12	20	90
Inventory	-	-	-	-	-
Other current assets	42	5	19	25	116
Total current assets	73	9	31	45	206
Fixed assets	36	8	14	29	92
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	19	3	1	16	53
<b>Total assets</b>	<b>128</b>	<b>20</b>	<b>46</b>	<b>90</b>	<b>351</b>
<b>Liabilities and equity</b>					
Current loans	9	-	4	4	28
Other current liabilities	54	13	22	34	145
Total current liabilities	63	13	26	38	173
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	1	3
Other liabilities	23	2	10	19	60
<b>Total liabilities</b>	<b>87</b>	<b>15</b>	<b>36</b>	<b>58</b>	<b>236</b>
<b>Total equity</b>	<b>41</b>	<b>4</b>	<b>10</b>	<b>32</b>	<b>115</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Computer Services (SIC 7721)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	443				
Low sales value (\$000's)	(1)	(1)	59	100	244
High sales value (\$000's)	(1)	59	100	244	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	0.7	1.2	1.2	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.1	3.5	3.5	1.8	2.1
Interest coverage ratio (times)	6.6	2.9	12.4	11.3	4.6
Debt ratio (times)	0.7	0.8	0.8	0.6	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Computer Services (SIC 7721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	196				
Low sales value (\$000's)	(1)	(1)	52	110	225
High sales value (\$000's)	(1)	52	110	225	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	12	-4	8	-3	43
Depreciation	12	2	3	10	31
Other	12	54	2	5	-5
<b>Dividends</b>	-11	-23	-	-5	-21
<b>Investment activities</b>					
Disposal of fixed assets	3	-	2	3	7
Purchase of fixed assets	-18	-3	-8	-10	-47
Increase in investment	-3	-1	-	-	-11
Decrease in investment	-	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	3	-	-	1	11
Repayment of long term debt	-23	-89	-	-2	-15
Loans from shareholders	10	25	2	4	10
Repayment of loans from shareholders	-4	-1	-	-2	-11
Advances & loans from government	-	-	-	-	1
Increase in equity	13	52	-	1	8
Decrease in equity	-2	-8	-	-	-2
Other	-1	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>5</b>	<b>9</b>	<b>1</b>	<b>-1</b>
Cash & equivalents-Beginning of the year	14	-1	13	14	27
Cash & equivalents - End of the year	18	4	21	15	27

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Computer Services (SIC 7721)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,256	1,191,569	41,220	1,059	685
less than 20	2,884	190,094	6,677	1,001	638
20 - 99	218	155,558	5,484	34	41
100 - 499	110	183,137	6,517	22	4
500 and over	44	662,780	22,542	2	2
1987					
Total	4,876	1,859,624	57,407	1,304	...
less than 20	4,293	314,582	9,898	1,212	...
20 - 99	364	294,739	9,192	63	...
100 - 499	166	335,936	10,520	19	...
500 and over	53	914,367	27,797	10	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Computer Services (SIC 7721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	112				
Average sales \$	240,510	47,816	82,911	148,589	682,723
Average expense \$	225,417	41,704	82,322	117,762	659,881
Average net profit (loss) \$	15,093	6,112	589	30,827	22,842
Businesses reporting a profit (No.)	91				
Average sales \$	243,260	48,678	83,931	151,680	688,751
Average expense \$	208,509	41,250	67,190	112,985	612,612
Average net profit \$	34,751	7,428	16,741	38,695	76,139
Businesses reporting a loss (No.)	21				
Average sales \$	225,171	38,053	73,695	128,918	660,016
Average expense \$	313,019	46,834	219,132	148,166	837,945
Average net loss \$	-87,848	-8,781	-145,437	-19,248	-177,929
<b>1986</b>					
Number of observations in sample	490				
Average sales \$	184,882	33,004	54,125	106,931	545,466
Average expense \$	161,876	23,761	34,670	91,835	497,239
Average net profit (loss) \$	23,006	9,243	19,455	15,096	48,227
Businesses reporting a profit (No.)	379				
Average sales \$	173,134	33,427	54,326	106,326	498,455
Average expense \$	138,867	18,777	31,511	87,569	417,612
Average net profit \$	34,267	14,650	22,815	18,757	80,843
Businesses reporting a loss (No.)	111				
Average sales \$	255,798	32,148	52,577	110,657	827,809
Average expense \$	296,631	33,867	59,043	118,144	975,471
Average net loss \$	-40,833	-1,719	-6,466	-7,487	-147,662
<b>1987</b>					
Number of observations in sample	624				
Average sales \$	149,363	31,675	48,433	85,079	432,264
Average expense \$	128,815	15,539	26,994	60,083	412,643
Average net profit (loss) \$	20,548	16,136	21,439	24,996	19,621
Businesses reporting a profit (No.)	463				
Average sales \$	153,946	31,816	48,059	84,740	451,168
Average expense \$	118,637	12,931	16,999	51,582	393,034
Average net profit \$	35,309	18,885	31,060	33,158	58,134
Businesses reporting a loss (No.)	161				
Average sales \$	137,795	30,324	49,551	86,454	384,851
Average expense \$	163,488	40,651	56,908	94,571	461,822
Average net loss \$	-25,693	-10,327	-7,357	-8,117	-76,971

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# CONCRETE POURING AND FINISHING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologies Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Concrete Pouring &amp; Finishing (SIC 4224)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	539					
Low sales value (\$000's)	(1)	(1)	48	103	247	
High sales value (\$000's)	(1)	48	103	247	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	23.9	26.3	23.9	19.1	26.6	71.6	33.4	34.5	35.7	29.6	33.7
Occupancy expenses	8.1	9.2	8.5	7.0	7.7	99.2	8.2	9.5	8.5	7.0	7.7
Depreciation	3.6	3.6	4.7	2.9	3.3	87.0	4.1	5.3	5.2	3.1	3.3
Repairs & maintenance	1.4	0.7	1.3	1.8	1.8	48.5	2.9	1.4	3.0	3.7	3.5
Heat, light & telephone	0.9	1.3	1.0	0.8	0.7	71.5	1.3	2.3	1.4	1.0	0.8
Rent	2.1	3.6	1.4	1.6	1.9	65.3	3.3	5.4	2.8	2.2	2.6
Personnel expenses	26.2	12.9	25.7	34.5	31.5	90.3	29.0	17.1	28.4	36.1	31.7
Financial expenses	2.0	1.6	2.7	1.8	1.7	92.5	2.1	2.0	2.8	1.9	1.8
Interest & bank charges	1.0	0.7	1.5	0.9	1.0	73.1	1.4	1.2	2.1	1.1	1.2
Professional fees	0.9	0.9	1.2	0.9	0.7	85.1	1.1	1.3	1.3	1.1	0.8
Other expenses	27.2	31.4	26.2	27.4	24.0	99.6	27.3	31.9	26.2	27.4	24.0
Profit (loss)	12.6	18.6	13.0	10.3	8.5	99.1	12.7	18.6	13.2	10.4	8.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4224 - Concrete Pouring and Finishing Contractors

Businesses primarily engaged in concrete pouring or placement and concrete finishing. Concrete dampproofing, concrete finishing, concrete pouring, concrete pumping (placement), gunning concrete, paving with concrete, pressure grouting, sealing or coating concrete, waterproofing concrete and weatherproofing concrete are also included in this industry.



**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Concrete Pouring & Finishing (SIC 4224)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	358				
Low sales value (\$000's)	(1)	(1)	93	192	450
High sales value (\$000's)	(1)	93	192	450	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	39	7	9	28	110
Inventory	-	-	-	-	-
Other current assets	42	8	12	45	103
Total current assets	81	15	21	73	213
Fixed assets	47	10	14	56	108
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	2	2	5	39
<b>Total assets</b>	<b>140</b>	<b>28</b>	<b>37</b>	<b>134</b>	<b>360</b>
<b>Liabilities and equity</b>					
Current loans	8	3	3	7	19
Other current liabilities	48	12	15	46	118
Total current liabilities	55	14	17	53	137
Mortgages payable	-	-	-	-	-
Long term debt	4	1	2	5	9
Other liabilities	24	10	9	33	44
<b>Total liabilities</b>	<b>83</b>	<b>25</b>	<b>28</b>	<b>90</b>	<b>190</b>
<b>Total equity</b>	<b>57</b>	<b>3</b>	<b>9</b>	<b>44</b>	<b>171</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Concrete Pouring & Finishing (SIC 4224)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	358				
Low sales value (\$000's)	(1)	(1)	93	192	450
High sales value (\$000's)	(1)	93	192	450	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.1	1.2	1.4	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	8.6	3.0	2.1	1.1
Interest coverage ratio (times)	8.5	0.1	3.4	7.0	11.4
Debt ratio (times)	0.6	0.9	0.7	0.7	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Concrete Pouring & Finishing (SIC 4224)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	162				
Low sales value (\$000's)	(1)	(1)	105	234	499
High sales value (\$000's)	(1)	105	234	498	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	23	1	2	24	64
Depreciation	12	3	5	15	26
Other	-1	4	2	3	-13
<b>Dividends</b>	-4	-	-1	-5	-12
<b>Investment activities</b>					
Disposal of fixed assets	6	2	1	8	11
Purchase of fixed assets	-31	-3	-15	-40	-67
Increase in investment	-1	-	-	-2	-
Decrease in investment	-	-	-	2	-
<b>Financing activities</b>					
Increase in long term debt	12	-	6	21	20
Repayment of long term debt	-7	-2	-1	-11	-13
Loans from shareholders	4	-	5	5	8
Repayment of loans from shareholders	-5	-1	-2	-6	-11
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	5
Decrease in equity	-1	-	-	-3	-
Other	-	-1	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	8	2	3	11	17
Cash & equivalents-Beginning of the year	17	1	13	22	30
Cash & equivalents - End of the year	25	3	15	33	47

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Concrete Pouring & Finishing (SIC 4224)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,909	164,329	6,780	345	178
less than 20	1,826	94,774	3,908	331	176
20 - 99	79	58,085	2,400	13	2
100 - 499	4	11,470	472	1	-
500 and over	-	-	-	-	-
1987					
Total	2,263	313,740	11,359	453	...
less than 20	2,140	155,490	5,766	434	...
20 - 99	110	101,568	3,610	16	...
100 - 499	13	56,682	1,983	3	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Concrete Pouring & Finishing (SIC 4224)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	835				
Average sales \$	209,530	36,734	74,321	158,204	568,861
Average expense \$	192,767	29,400	63,677	142,152	535,839
Average net profit (loss) \$	16,763	7,334	10,644	16,052	33,022
Businesses reporting a profit (No.)	710				
Average sales \$	214,089	36,243	74,478	158,642	586,992
Average expense \$	191,700	26,938	61,824	136,648	541,389
Average net profit \$	22,389	9,305	12,654	21,994	45,603
Businesses reporting a loss (No.)	125				
Average sales \$	186,577	41,536	73,066	156,171	475,535
Average expense \$	201,739	53,461	78,486	167,740	507,270
Average net loss \$	-15,162	-11,925	-5,420	-11,569	-31,735
<b>1986</b>					
Number of observations in sample	864				
Average sales \$	248,355	42,115	90,312	198,171	662,820
Average expense \$	227,470	36,232	75,903	177,652	620,092
Average net profit (loss) \$	20,885	5,883	14,409	20,519	42,728
Businesses reporting a profit (No.)	728				
Average sales \$	256,308	42,754	88,519	198,491	695,467
Average expense \$	227,934	32,071	69,611	169,345	640,707
Average net profit \$	28,374	10,683	18,908	29,146	54,760
Businesses reporting a loss (No.)	136				
Average sales \$	204,684	40,372	97,156	197,023	484,186
Average expense \$	215,570	47,573	99,930	207,486	507,291
Average net loss \$	-10,886	-7,201	-2,774	-10,463	-23,105
<b>1987</b>					
Number of observations in sample	572				
Average sales \$	216,544	32,414	69,535	167,373	596,854
Average expense \$	196,360	25,939	60,903	151,095	547,501
Average net profit (loss) \$	20,184	6,475	8,632	16,278	49,353
Businesses reporting a profit (No.)	472				
Average sales \$	221,504	31,982	72,321	167,521	614,192
Average expense \$	194,690	24,448	56,914	144,417	552,981
Average net profit \$	26,814	7,534	15,407	23,104	61,211
Businesses reporting a loss (No.)	100				
Average sales \$	189,154	37,507	63,661	166,816	488,631
Average expense \$	200,589	43,513	69,313	176,237	513,292
Average net loss \$	-11,435	-6,006	-5,652	-9,421	-24,661

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# COURIER SERVICE INDUSTRY

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CANADA

1987



SMALL BUSINESS OFFICE



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Technologies Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Courier Service Industry (SIC 4842)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	128					
Low sales value (\$000's)	(1)	(1)	30	38	65	
High sales value (\$000's)	(1)	30	38	65	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	0.2	...	...	...	...	1.3	14.1	-	-	-	...
Occupancy expenses	11.9	13.0	11.6	13.8	9.1	99.5	12.0	13.0	11.6	14.0	9.1
Depreciation	4.7	7.3	5.1	4.6	2.0	88.2	5.4	7.5	6.0	5.4	2.3
Repairs & maintenance	2.8	3.8	1.9	4.1	1.3	43.6	6.4	6.3	10.5	9.1	2.7
Heat, light & telephone	1.0	0.8	0.7	0.9	1.6	47.1	2.1	2.4	3.1	2.0	1.8
Rent	3.4	1.1	3.9	4.2	4.2	67.7	5.0	2.3	5.0	7.2	4.9
Personnel expenses	14.1	1.0	6.9	13.2	34.9	67.5	20.9	3.5	10.7	16.3	36.7
Financial expenses	2.9	4.8	2.5	2.1	2.2	92.0	3.1	5.9	2.6	2.3	2.2
Interest & bank charges	2.1	4.2	1.9	1.5	1.0	73.5	2.9	6.5	2.3	2.5	1.1
Professional fees	0.8	0.6	0.6	0.6	1.2	68.4	1.1	1.2	1.1	0.9	1.2
Other expenses	36.8	32.6	36.8	30.4	47.4	100.0	36.8	32.6	36.8	30.4	47.4
Profit (loss)	34.1	48.5	42.2	40.4	5.7	99.3	34.3	49.7	42.2	40.4	5.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4842 - Courier Service Industry

Businesses primarily engaged in providing a delivery service for letters and mail-type small parcels. Businesses engaged in courier messenger services, courier parcel delivery services, courier parcel express services and courier pick-up and delivery services are included in the industry.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Courier Service Industry (SIC 4842)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	-	--	--	--	--
Accounts and notes receivable	48	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	21	--	--	--	--
Total current assets	69	--	--	--	--
Fixed assets	18	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	6	--	--	--	--
<b>Total assets</b>	<b>93</b>	--	--	--	--
<b>Liabilities and equity</b>					
Current loans	9	--	--	--	--
Other current liabilities	39	--	--	--	--
Total current liabilities	48	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	2	--	--	--	--
Other liabilities	5	--	--	--	--
<b>Total liabilities</b>	<b>55</b>	--	--	--	--
<b>Total equity</b>	<b>38</b>	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Courier Service Industry (SIC 4842)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	--	--	--	--
Interest coverage ratio (times)	6.3	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Courier Service Industry (SIC 4842)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	21	--	--	--	--
Depreciation	10	--	--	--	--
Other	-4	--	--	--	--
<b>Dividends</b>	-9	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	8	--	--	--	--
Purchase of fixed assets	-15	--	--	--	--
Increase in investment	-1	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	17	--	--	--	--
Repayment of long term debt	-16	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-1	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	7	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	14	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	21	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Courier Service Industry (SIC 4842)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	847	213,098	12,038	219	162
less than 20	764	37,646	2,110	211	160
20 - 99	37	17,020	950	6	1
100 - 499	16	16,823	942	-	1
500 and over	30	141,609	8,036	2	-
1987					
Total	1,320	359,645	17,831	371	...
less than 20	1,199	57,388	2,879	362	...
20 - 99	59	34,070	1,666	6	...
100 - 499	31	26,524	1,314	3	...
500 and over	31	241,663	11,972	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Courier Service Industry (SIC 4842)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
1985					
Number of observations in sample	197				
Average sales \$	179,881	27,795	36,582	77,559	577,587
Average expense \$	162,976	13,512	19,337	62,424	556,632
Average net profit (loss) \$	16,905	14,283	17,245	15,135	20,955
Businesses reporting a profit (No.)	185				
Average sales \$	168,435	27,795	36,582	78,058	531,306
Average expense \$	150,094	13,512	19,337	62,040	505,486
Average net profit \$	18,341	14,283	17,245	16,018	25,820
Businesses reporting a loss (No.)	12				
Average sales \$	462,820	-	-	62,590	863,050
Average expense \$	473,028	-	-	73,951	872,104
Average net loss \$	-10,208	-	-	-11,361	-9,054
1986					
Number of observations in sample	283				
Average sales \$	162,257	28,089	35,362	69,290	516,288
Average expense \$	143,857	16,977	17,898	40,721	499,832
Average net profit (loss) \$	18,400	11,112	17,464	28,569	16,456
Businesses reporting a profit (No.)	263				
Average sales \$	168,217	27,916	35,362	69,085	540,504
Average expense \$	146,798	14,760	17,898	39,985	514,548
Average net profit \$	21,419	13,156	17,464	29,100	25,956
Businesses reporting a loss (No.)	20				
Average sales \$	185,312	29,511	-	83,090	443,335
Average expense \$	193,620	35,181	-	90,184	455,486
Average net loss \$	-8,308	-5,670	-	-7,094	-12,161
1987					
Number of observations in sample	295				
Average sales \$	126,937	28,349	34,951	51,719	392,729
Average expense \$	111,585	15,401	20,174	30,804	379,959
Average net profit (loss) \$	15,352	12,948	14,777	20,915	12,770
Businesses reporting a profit (No.)	235				
Average sales \$	146,898	28,349	34,947	51,719	472,575
Average expense \$	127,868	15,401	19,765	30,804	445,500
Average net profit \$	19,030	12,948	15,182	20,915	27,075
Businesses reporting a loss (No.)	60				
Average sales \$	134,729	-	35,119	-	234,338
Average expense \$	142,767	-	35,589	-	249,944
Average net loss \$	-8,038	-	-470	-	-15,606

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
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-S 51

# DIRECT SELLERS

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## CANADA

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### 1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	395					
Low sales value (\$000's)	(1)	(1)	38	69	153	
High sales value (\$000's)	(1)	38	69	153	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.2	37.6	44.4	57.0	69.1	72.4	72.0	62.3	66.6	76.0	79.2
Occupancy expenses	5.0	5.6	7.2	4.5	3.0	95.4	5.3	5.9	7.4	4.8	3.1
Depreciation	1.9	1.3	3.6	1.6	1.1	71.8	2.6	2.5	5.2	2.1	1.3
Repairs & maintenance	1.4	1.4	1.6	1.4	1.0	46.3	2.9	3.6	3.9	2.9	1.8
Heat, light & telephone	0.6	0.7	0.9	0.6	0.4	52.5	1.2	1.8	1.6	1.1	0.7
Rent	1.2	2.1	1.2	0.9	0.5	36.1	3.2	4.5	3.9	2.7	1.4
Personnel expenses	5.1	6.0	5.9	3.6	5.0	57.9	8.8	11.2	11.7	6.8	6.7
Financial expenses	1.2	1.2	2.1	1.0	0.6	79.1	1.6	1.7	2.6	1.3	0.8
Interest & bank charges	0.9	0.7	1.8	0.8	0.4	60.7	1.5	1.2	2.9	1.4	0.6
Professional fees	0.3	0.6	0.3	0.2	0.2	56.9	0.6	1.1	0.6	0.3	0.4
Other expenses	23.1	27.6	22.7	25.3	16.8	100.0	23.1	27.6	22.7	25.3	16.8
Profit (loss)	13.4	22.0	17.6	8.7	5.4	99.3	13.5	22.7	17.6	8.7	5.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small too be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6921 - Direct Sellers

Businesses primarily engaged in retail dealing in a variety of products such as dairy products, beverages, cosmetics and kitchenware by means of telephone, door-to-door canvassing or parties arranged in customers' homes. Mail-order houses are included here. Direct mail marketing operators, direct personal retailing operators, direct selling of merchandise, door-to-door retailing of merchandise, retail food and beverage home delivery, mail order houses, home delivery newspapers, direct sales non-store retailing party plan merchandising and retail telephone selling of merchandise are included here.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Direct Sellers (SIC 6921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	87	198	441
High sales value (\$000's)	(1)	87	198	441	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	3	1	15	73
Inventory	-	-	-	-	-
Other current assets	33	9	6	13	101
Total current assets	57	12	7	28	174
Fixed assets	36	5	12	17	108
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	32	4	5	6	111
<b>Total assets</b>	<b>125</b>	<b>21</b>	<b>25</b>	<b>51</b>	<b>393</b>
<b>Liabilities and equity</b>					
Current loans	18	3	-	4	56
Other current liabilities	46	6	17	22	135
Total current liabilities	62	9	17	26	191
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	1	5
Other liabilities	27	11	14	18	65
<b>Total liabilities</b>	<b>91</b>	<b>20</b>	<b>31</b>	<b>45</b>	<b>250</b>
<b>Total equity</b>	<b>34</b>	<b>1</b>	<b>-7</b>	<b>7</b>	<b>133</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Direct Sellers (SIC 6921)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	87	198	441
High sales value (\$000's)	(1)	87	198	441	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	1.3	0.4	1.1	0.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	19.4	-4.6	6.9	2.0
Interest coverage ratio (times)	5.7	12.2	3.2	5.6	5.5
Debt ratio (times)	0.7	1.0	1.3	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Direct Sellers (SIC 6921)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Operating activities					
Cash from operations	8	--	--	--	--
Depreciation	12	--	--	--	--
Other	-12	--	--	--	--
Dividends	-1	--	--	--	--
Investment activities					
Disposal of fixed assets	2	--	--	--	--
Purchase of fixed assets	-12	--	--	--	--
Increase in investment	-2	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities					
Increase in long term debt	17	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-5	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	5	--	--	--	--
Cash & equivalents-Beginning of the year	5	--	--	--	--
Cash & equivalents - End of the year	11	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Direct Sellers (SIC 6921)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	914	79,565	6,589	240	129
less than 20	815	23,953	1,978	230	119
20 - 99	56	20,934	1,799	6	5
100 - 499	43	34,678	2,812	4	5
500 and over	-	-	-	-	-
1987					
Total	1,127	116,247	8,061	267	...
less than 20	997	33,550	2,390	246	...
20 - 99	76	28,556	2,111	14	...
100 - 499	54	54,141	3,560	7	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Direct Sellers (SIC 6921)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,029				
Average sales \$	129,103	31,323	53,401	103,678	328,011
Average expense \$	118,879	25,684	47,403	94,906	307,523
Average net profit (loss) \$	10,224	5,639	5,998	8,772	20,488
Businesses reporting a profit (No.)	884				
Average sales \$	128,895	31,402	53,265	105,196	325,716
Average expense \$	114,910	22,355	43,241	93,107	300,935
Average net profit \$	13,985	9,047	10,024	12,089	24,781
Businesses reporting a loss (No.)	145				
Average sales \$	133,533	31,032	53,905	97,154	352,040
Average expense \$	144,943	37,843	62,786	102,641	376,501
Average net loss \$	-11,410	-6,811	-8,881	-5,487	-24,461
<b>1986</b>					
Number of observations in sample	1,007				
Average sales \$	137,154	31,877	52,196	113,434	351,108
Average expense \$	126,989	28,066	45,156	103,190	331,542
Average net profit (loss) \$	10,165	3,811	7,040	10,244	19,566
Businesses reporting a profit (No.)	856				
Average sales \$	138,496	31,948	52,317	115,411	354,306
Average expense \$	123,814	22,962	41,261	102,440	328,594
Average net profit \$	14,682	8,986	11,056	12,971	25,712
Businesses reporting a loss (No.)	151				
Average sales \$	127,003	31,723	51,806	99,664	324,817
Average expense \$	140,249	39,065	57,735	108,421	355,775
Average net loss \$	-13,246	-7,342	-5,929	-8,757	-30,958
<b>1987</b>					
Number of observations in sample	471				
Average sales \$	126,550	31,160	51,714	106,306	317,020
Average expense \$	116,222	24,336	44,517	96,845	299,190
Average net profit (loss) \$	10,328	6,824	7,197	9,461	17,830
Businesses reporting a profit (No.)	376				
Average sales \$	127,815	31,268	52,464	109,222	318,305
Average expense \$	114,062	22,398	40,411	95,468	297,969
Average net profit \$	13,753	8,870	12,053	13,754	20,336
Businesses reporting a loss (No.)	95				
Average sales \$	119,768	30,586	49,352	96,302	302,833
Average expense \$	126,581	34,626	57,454	101,574	312,668
Average net loss \$	-6,813	-4,040	-8,102	-5,272	-9,835

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









CA1  
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-S 51

# DRYWALL WORK

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Drywall Work (SIC 4272)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	482					
Low sales value (\$000's)	(1)	(1)	33	50	86	
High sales value (\$000's)	(1)	33	50	86	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	11.0	2.2	6.2	8.9	26.5	50.5	21.8	8.1	18.9	14.9	32.2
Occupancy expenses	5.1	7.1	6.0	5.0	2.3	93.2	5.4	8.1	6.3	5.3	2.4
Depreciation	2.6	3.6	3.1	2.6	1.0	79.9	3.2	5.0	3.6	3.3	1.2
Repairs & maintenance	0.6	0.7	0.6	0.8	0.3	32.4	1.8	2.6	2.1	2.0	0.9
Heat, light & telephone	0.6	0.7	1.0	0.4	0.4	53.8	1.1	1.7	1.9	0.8	0.5
Rent	1.3	2.2	1.3	1.2	0.6	47.2	2.8	5.7	3.1	2.4	1.1
Personnel expenses	11.4	2.9	9.7	15.6	17.3	66.0	17.3	12.4	13.7	20.2	19.1
Financial expenses	1.3	1.5	1.6	1.1	1.0	79.3	1.6	2.3	2.1	1.4	1.0
Interest & bank charges	0.9	1.2	1.2	0.6	0.5	53.8	1.6	3.3	2.3	1.2	0.7
Professional fees	0.4	0.3	0.5	0.5	0.5	68.1	0.6	0.6	0.8	0.7	0.5
Other expenses	29.5	26.0	22.7	28.1	41.1	99.6	29.6	26.5	22.7	28.1	41.1
Profit (loss)	41.7	60.3	53.7	41.4	11.8	99.3	42.0	60.3	53.7	41.7	12.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4272 - Drywall Contractors

Businesses primarily engaged in the installation of drywall sheets or panels, including related taping of joints, sanding and other drywall finishing. This industry includes businesses engaged in drywall finishing (taping, sanding, stippling), drywall installation, installation of gypsum wallboard, sheetrock installation (dry wallboard), drywall stippling and taping drywall joints.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Drywall Work (SIC 4272)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	201				
Low sales value (\$000's)	(1)	(1)	81	245	629
High sales value (\$000's)	(1)	81	245	629	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	54	3	12	55	142
Inventory	-	-	-	-	-
Other current assets	43	33	21	38	79
Total current assets	96	37	33	93	220
Fixed assets	18	4	10	26	33
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	7	-	2	3	20
<b>Total assets</b>	<b>121</b>	<b>40</b>	<b>45</b>	<b>123</b>	<b>274</b>
<b>Liabilities and equity</b>					
Current loans	10	-	5	13	21
Other current liabilities	52	8	18	47	131
Total current liabilities	62	8	23	60	153
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	5	2
Other liabilities	16	3	9	17	33
<b>Total liabilities</b>	<b>79</b>	<b>12</b>	<b>32</b>	<b>83</b>	<b>188</b>
<b>Total equity</b>	<b>42</b>	<b>29</b>	<b>13</b>	<b>40</b>	<b>85</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Drywall Work (SIC 4272)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	201				
Low sales value (\$000's)	(1)	(1)	81	245	629
High sales value (\$000's)	(1)	81	245	629	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	4.4	1.5	1.6	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.9	0.4	2.4	2.1	2.2
Interest coverage ratio (times)	11.1	6.0	9.1	11.2	12.2
Debt ratio (times)	0.7	0.3	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Drywall Work (SIC 4272)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	79				
Low sales value (\$000's)	(1)	(1)		417	790
High sales value (\$000's)	(1)	169	417	790	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	27	2	34	22	42
Depreciation	5	1	4	7	9
Other	-4	-1	-7	-15	9
<b>Dividends</b>	-9	-	-15	-5	-11
<b>Investment activities</b>					
Disposal of fixed assets	1	-	1	4	1
Purchase of fixed assets	-15	-1	-7	-28	-22
Increase in investment	-4	-	-	-	-15
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	13	-	7	32	11
Repayment of long term debt	-4	-	-3	-7	-5
Loans from shareholders	3	1	3	5	5
Repayment of loans from shareholders	-7	-1	-4	-3	-19
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-1	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	8	1	11	13	5
Cash & equivalents-Beginning of the year	14	1	25	28	-4
Cash & equivalents - End of the year	22	1	36	41	1

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Drywall Work (SIC 4272)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,606	146,407	5,977	302	204
less than 20	1,536	77,658	3,170	294	197
20 - 99	63	51,218	2,106	6	7
100 - 499	7	17,531	701	2	-
500 and over	-	-	-	-	-
1987					
Total	1,953	232,567	8,428	440	...
less than 20	1,850	110,909	4,079	431	...
20 - 99	93	87,147	3,124	8	...
100 - 499	10	34,511	1,225	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Drywall Work (SIC 4272)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,170				
Average sales \$	145,569	29,115	39,350	65,707	448,103
Average expense \$	129,018	14,708	19,802	52,767	428,793
Average net profit (loss) \$	16,551	14,407	19,548	12,940	19,310
Businesses reporting a profit (No.)	1,071				
Average sales \$	141,638	29,106	39,342	65,556	432,546
Average expense \$	121,594	14,258	19,599	50,939	401,580
Average net profit \$	20,044	14,848	19,743	14,617	30,966
Businesses reporting a loss (No.)	99				
Average sales \$	162,810	29,516	40,389	68,010	513,324
Average expense \$	175,892	35,206	44,828	80,651	542,881
Average net loss \$	-13,082	-5,690	-4,439	-12,641	-29,557
<b>1986</b>					
Number of observations in sample	1,279				
Average sales \$	129,271	28,650	38,087	57,641	392,704
Average expense \$	111,137	13,746	20,102	33,531	377,168
Average net profit (loss) \$	18,134	14,904	17,985	24,110	15,536
Businesses reporting a profit (No.)	1,126				
Average sales \$	123,379	28,650	38,094	57,491	369,281
Average expense \$	101,188	13,213	19,747	32,789	339,002
Average net profit \$	22,191	15,437	18,347	24,702	30,279
Businesses reporting a loss (No.)	153				
Average sales \$	153,373	28,644	37,607	64,850	482,390
Average expense \$	167,420	34,040	43,202	69,134	523,304
Average net loss \$	-14,047	-5,396	-5,595	-4,284	-40,914
<b>1987</b>					
Number of observations in sample	545				
Average sales \$	128,698	28,534	40,346	62,756	383,145
Average expense \$	104,612	11,322	18,735	36,736	351,655
Average net profit (loss) \$	24,086	17,212	21,611	26,030	31,490
Businesses reporting a profit (No.)	463				
Average sales \$	127,905	28,535	40,270	62,535	380,278
Average expense \$	101,252	11,293	16,492	36,023	341,201
Average net profit \$	26,653	17,242	23,778	26,512	39,077
Businesses reporting a loss (No.)	82				
Average sales \$	136,081	27,973	41,237	75,793	399,322
Average expense \$	141,133	31,917	44,951	77,018	410,645
Average net loss \$	-5,052	-3,944	-3,714	-1,225	-11,323

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
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# ELECTRICAL WORK

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Electrical Work (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,601					
Low sales value (\$000's)	(1)	(1)	55	124	282	
High sales value (\$000's)	(1)	55	124	282	519	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	37.8	34.4	36.5	40.4	39.7	84.9	44.5	47.4	43.4	44.3	43.2
Occupancy expenses	5.3	6.5	6.4	4.4	3.8	98.2	5.4	6.7	6.5	4.5	3.8
Depreciation	2.3	2.9	2.8	1.3	1.5	89.3	2.6	3.7	3.2	2.1	1.6
Repairs & maintenance	0.6	0.3	0.9	0.6	0.4	41.9	1.4	1.2	2.1	1.4	0.8
Heat, light & telephone	1.2	1.5	1.4	1.0	0.8	81.8	1.4	2.3	1.7	1.1	0.9
Rent	1.2	1.8	1.2	0.9	1.0	54.3	2.3	4.9	2.6	1.5	1.4
Personnel expenses	22.9	12.9	19.7	27.4	31.4	87.0	26.3	19.9	22.4	28.4	31.9
Financial expenses	1.7	1.7	2.1	1.6	1.3	93.2	1.8	2.0	2.3	1.7	1.3
Interest & bank charges	0.9	0.8	1.1	0.9	0.7	72.1	1.2	1.7	1.5	1.1	0.8
Professional fees	0.8	0.9	1.1	0.7	0.6	85.1	1.0	1.3	1.3	0.8	0.6
Other expenses	20.5	24.5	22.4	17.7	17.5	100.0	20.5	24.5	22.4	17.7	17.5
Profit (loss)	11.9	19.9	12.9	8.4	6.3	97.7	12.2	20.6	13.2	8.7	6.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4261- Electrical Contractors

Businesses primarily engaged in the installation and repair of electrical and communication wiring systems, except transmission and distribution lines. Included in this industry are audio-visual wiring systems installation, electric base board heaters installation, installation of electric heating blast coils, installation of electric burglar alarm systems, installation of electric power control panels and outlets, electrical work, electric fire alarm systems installation, installation of intercommunication systems, electric lighting systems installation, public address systems installation, installation of electric snow melting cables, telephone wiring installation and electrical wire installations to houses buildings and structures.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Electrical Work (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,176				
Low sales value (\$000's)	(1)	(1)	102	210	410
High sales value (\$000's)	(1)	102	210	410	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	45	6	17	39	119
Inventory	-	-	-	-	-
Other current assets	45	15	27	42	93
Total current assets	90	21	44	82	212
Fixed assets	25	10	13	25	53
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	12	3	9	18
<b>Total assets</b>	<b>125</b>	<b>43</b>	<b>60</b>	<b>115</b>	<b>283</b>
<b>Liabilities and equity</b>					
Current loans	9	1	5	9	21
Other current liabilities	48	14	24	44	108
Total current liabilities	57	15	29	53	129
Mortgages payable	-	-	-	-	-
Long term debt	1	1	1	1	3
Other liabilities	19	8	14	19	39
<b>Total liabilities</b>	<b>77</b>	<b>24</b>	<b>45</b>	<b>73</b>	<b>165</b>
<b>Total equity</b>	<b>49</b>	<b>19</b>	<b>16</b>	<b>43</b>	<b>118</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Electrical Work (SIC 4261)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,176				
Low sales value (\$000's)	(1)	(1)	102	210	410
High sales value (\$000's)	(1)	102	210	410	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.4	1.5	1.5	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.6	1.3	2.8	1.7	1.4
Interest coverage ratio (times)	9.8	6.5	6.7	7.8	12.2
Debt ratio (times)	0.6	0.6	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Electrical Work (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	679				
Low sales value (\$000's)	(1)	(1)	104	226	410
High sales value (\$000's)	(1)	104	226	410	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	16	3	8	14	40
Depreciation	6	3	3	6	11
Other	-5	2	-2	-6	-14
<b>Dividends</b>	-7	-4	-5	-4	-14
<b>Investment activities</b>					
Disposal of fixed assets	2	1	2	2	4
Purchase of fixed assets	-12	-5	-7	-13	-23
Increase in investment	-1	-1	-1	-1	-2
Decrease in investment	-	-	-	-	1
<b>Financing activities</b>					
Increase in long term debt	5	2	4	5	8
Repayment of long term debt	-4	-1	-3	-4	-6
Loans from shareholders	4	2	4	4	7
Repayment of loans from shareholders	-5	-4	-2	-5	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-3	-	-1	-1
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	-3	-	-2	2
Cash & equivalents-Beginning of the year	11	10	9	14	13
Cash & equivalents - End of the year	11	7	9	12	15

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Electrical Work (SIC 4261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	9,145	1,192,855	48,821	1,527	919
less than 20	8,730	542,341	22,218	1,490	904
20 - 99	322	261,241	10,797	26	10
100 - 499	64	171,684	6,919	11	4
500 and over	29	217,589	8,887	-	1
1987					
Total	9,658	1,686,165	61,442	1,357	...
less than 20	9,124	720,705	26,537	1,325	...
20 - 99	423	402,641	14,780	24	...
100 - 499	74	258,221	9,333	4	...
500 and over	37	304,598	10,792	4	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Electrical Work (SIC 4261)

	Total (†)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	3,995				
Average sales \$	227,701	42,545	91,303	174,249	602,708
Average expense \$	212,026	34,402	80,039	162,519	571,144
Average net profit (loss) \$	15,675	8,143	11,264	11,730	31,564
Businesses reporting a profit (No.)	3,403				
Average sales \$	231,279	43,018	92,622	174,385	615,089
Average expense \$	209,166	32,119	77,592	157,169	569,784
Average net profit \$	22,113	10,899	15,030	17,216	45,305
Businesses reporting a loss (No.)	592				
Average sales \$	212,083	40,046	85,571	173,707	549,006
Average expense \$	224,509	46,458	90,654	183,869	577,043
Average net loss \$	-12,426	-6,412	-5,093	-10,162	-28,037
<b>1986</b>					
Number of observations in sample	4,239				
Average sales \$	230,714	42,113	87,520	183,316	609,905
Average expense \$	216,445	33,549	77,314	171,570	583,347
Average net profit (loss) \$	14,269	8,564	10,206	11,746	26,558
Businesses reporting a profit (No.)	3,401				
Average sales \$	231,707	41,813	87,029	184,301	613,685
Average expense \$	208,673	30,182	72,159	165,024	567,328
Average net profit \$	23,034	11,631	14,870	19,277	46,357
Businesses reporting a loss (No.)	838				
Average sales \$	226,784	43,450	89,195	180,365	594,124
Average expense \$	246,214	48,551	94,892	191,181	650,232
Average net loss \$	-19,430	-5,101	-5,697	-10,816	-56,108
<b>1987</b>					
Number of observations in sample	1,774				
Average sales \$	227,160	38,222	83,752	191,512	595,152
Average expense \$	208,883	30,894	73,432	175,537	555,667
Average net profit (loss) \$	18,277	7,328	10,320	15,975	39,485
Businesses reporting a profit (No.)	1,447				
Average sales \$	232,104	38,970	83,127	192,988	613,329
Average expense \$	207,670	28,639	69,927	170,587	561,525
Average net profit \$	24,434	10,331	13,200	22,401	51,804
Businesses reporting a loss (No.)	327				
Average sales \$	204,603	35,335	87,270	186,153	509,654
Average expense \$	213,589	39,588	93,141	193,512	528,116
Average net loss \$	-8,986	-4,253	-5,871	-7,359	-18,462

(†) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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Publications

# ENTERTAINMENT PRODUCTION COMPANIES AND ARTISTS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	237				
Low sales value (\$000's)	(1)	(1)	32	42	36
High sales value (\$000's)	(1)	32	42	36	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	1.4	1.0	3.0	0.1	1.3	6.7	20.3	17.6	38.2	11.8	10.5
Occupancy expenses	12.3	16.7	14.3	9.0	9.3	98.2	12.5	16.8	14.5	9.1	9.6
Depreciation	4.6	7.1	5.3	3.6	2.7	83.7	5.6	10.0	6.1	3.9	3.2
Repairs & maintenance	1.8	3.6	1.5	1.2	0.8	56.4	3.1	5.9	2.9	2.0	1.5
Heat, light & telephone	1.4	1.1	1.1	1.8	1.7	64.3	2.2	2.0	1.7	2.9	2.3
Rent	4.4	4.8	6.4	2.3	4.1	64.1	6.9	7.9	3.4	4.2	5.7
Personnel expenses	10.8	5.6	3.0	15.7	18.8	46.0	23.5	16.9	6.9	40.2	28.0
Financial expenses	2.9	1.7	2.3	4.1	3.5	83.5	3.5	2.1	2.9	4.7	4.1
Interest & bank charges	1.5	0.3	1.3	3.5	1.0	44.8	3.4	1.0	3.4	6.3	1.8
Professional fees	1.4	1.5	1.0	0.7	2.4	70.2	2.0	2.1	1.7	0.9	3.2
Other expenses	35.1	37.6	30.5	31.0	41.7	100.0	35.1	37.6	30.5	31.0	41.7
Profit (loss)	37.5	37.4	47.0	40.1	25.4	99.9	37.5	37.4	47.0	40.1	25.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9631 - Entertainment Production Companies and Artists

Businesses primarily engaged in promoting, producing and performing in "live" theatrical productions and staged entertainment. Promotion agencies primarily engaged in arranging the advertising, location, ticket sales, etc., of such productions are included here. Own-account actors, ballet and other dance companies, band or orchestras, own-account entertainers, own-account musicians, opera companies, orchestras, own-account performers (entertainers), pop groups, road companies, own-account singers, staged entertainment, stock (theatrical) companies, theatre companies, theatre production agencies, theatrical promotion agencies and own-account vocalists are included in this industry.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	74	111	243
High sales value (\$000's)	(1)	74	111	243	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	3	2	5	17
Inventory	-	-	-	-	-
Other current assets	62	17	17	60	150
Total current assets	69	20	20	66	167
Fixed assets	31	4	30	32	58
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	-	4	47	29
<b>Total assets</b>	<b>120</b>	<b>25</b>	<b>53</b>	<b>144</b>	<b>254</b>
<b>Liabilities and equity</b>					
Current loans	14	2	39	5	9
Other current liabilities	40	5	14	37	103
Total current liabilities	54	8	53	42	111
Mortgages payable	-	-	-	-	-
Long term debt	-	-	1	-	-
Other liabilities	12	4	7	12	24
<b>Total liabilities</b>	<b>66</b>	<b>12</b>	<b>61</b>	<b>54</b>	<b>135</b>
<b>Total equity</b>	<b>54</b>	<b>13</b>	<b>-8</b>	<b>90</b>	<b>119</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	83				
Low sales value (\$000's)	(1)	(1)	74	111	243
High sales value (\$000's)	(1)	74	111	243	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	2.7	0.4	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.2	0.9	-7.6	0.6	1.1
Interest coverage ratio (times)	9.0	...	...	13.3	26.2
Debt ratio (times)	0.5	0.5	1.2	0.4	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	34				
Low sales value (\$000's)	(1)	(1)	32	106	289
High sales value (\$000's)	(1)	62	106	289	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	-17	4	61	37
Depreciation	8	7	2	13	7
Other	-11	-41	4	13	-20
<b>Dividends</b>	-14	-	-11	-31	-9
<b>Investment activities</b>					
Disposal of fixed assets	1	1	-	4	1
Purchase of fixed assets	-13	-17	-3	-14	-17
Increase in investment	-15	-	-	-45	-5
Decrease in investment	17	-	-	57	-
<b>Financing activities</b>					
Increase in long term debt	5	11	-	-	8
Repayment of long term debt	-1	-	-	-	-2
Loans from shareholders	6	-	-	14	6
Repayment of loans from shareholders	-1	-	-	-	-3
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-5	-	-	-5	-11
Other	-1	-	-	-3	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>2</b>	<b>-57</b>	<b>-4</b>	<b>65</b>	<b>-11</b>
Cash & equivalents-Beginning of the year	7	-97	9	82	19
Cash & equivalents - End of the year	9	-153	5	146	8

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Theatrical &amp; Other Staged Entertainment Services (SIC 963)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,291	110,311	7,207	311	186
less than 20	1,243	47,271	2,960	306	183
20 - 99	34	21,067	1,339	4	2
100 - 499	13	X	2,246	1	1
500 and over	1	X	662	-	-
1987					
Total	1,535	147,641	8,524	356	...
less than 20	1,462	62,960	3,514	347	...
20 - 99	54	29,666	1,727	6	...
100 - 499	18	X	2,753	3	...
500 and over	1	X	530	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Entertainment Production Companies and Artists (SIC 9631)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	157				
Average sales \$	96,516	29,530	39,811	69,871	246,792
Average expense \$	77,595	21,892	31,866	55,199	201,424
Average net profit (loss) \$	18,921	7,638	7,945	14,672	45,368
Businesses reporting a profit (No.)	141				
Average sales \$	92,610	29,600	40,755	65,716	234,369
Average expense \$	61,269	21,849	24,143	30,949	168,134
Average net profit \$	31,341	7,751	16,613	34,767	66,235
Businesses reporting a loss (No.)	16				
Average sales \$	110,911	26,400	37,943	76,965	302,334
Average expense \$	132,403	35,628	47,124	96,595	350,263
Average net loss \$	-21,492	-9,228	-9,181	-19,630	-47,929
<b>1986</b>					
Number of observations in sample	150				
Average sales \$	110,506	27,757	37,415	64,617	312,235
Average expense \$	95,040	18,235	30,762	49,247	281,916
Average net profit (loss) \$	15,466	9,522	6,653	15,370	30,319
Businesses reporting a profit (No.)	131				
Average sales \$	102,358	28,307	37,326	64,916	278,884
Average expense \$	77,373	14,825	27,243	47,964	219,458
Average net profit \$	24,985	13,482	10,083	16,952	59,426
Businesses reporting a loss (No.)	19				
Average sales \$	153,752	25,277	37,692	59,074	492,965
Average expense \$	192,159	33,606	41,678	72,375	620,377
Average net loss \$	-38,407	-8,329	-3,986	-13,301	-127,412
<b>1987</b>					
Number of observations in sample	256				
Average sales \$	74,427	28,827	37,335	51,404	180,142
Average expense \$	54,962	17,116	20,679	33,272	148,780
Average net profit (loss) \$	19,465	11,711	16,656	18,132	31,362
Businesses reporting a profit (No.)	220				
Average sales \$	75,351	28,837	37,435	51,048	184,082
Average expense \$	50,766	17,046	19,796	28,185	138,036
Average net profit \$	24,585	11,791	17,639	22,863	46,046
Businesses reporting a loss (No.)	36				
Average sales \$	70,908	27,235	35,378	55,732	165,277
Average expense \$	87,778	28,698	38,020	95,080	189,315
Average net loss \$	-16,872	-1,463	-2,642	-39,348	-24,038

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
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-S 51

# INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

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Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	210				
Low sales value (\$000's)	(1)	(1)	41	124	308
High sales value (\$000's)	(1)	41	124	308	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	19.8	25.8	13.1	20.8	18.4	89.7	22.0	31.1	15.8	22.2	19.2
Repairs & maintenance	6.5	3.7	10.8	6.0	5.3	65.4	9.9	6.4	17.9	8.1	7.7
Heat, light & telephone	1.1	0.4	1.5	1.1	1.4	46.6	2.4	2.3	3.6	2.1	1.9
Rent	3.1	0.7	5.0	2.7	4.2	45.2	6.9	2.5	11.4	7.6	5.6
Personnel expenses	13.7	3.0	16.7	13.6	21.3	57.2	24.0	16.6	31.1	20.3	23.9
Financial expenses	10.8	19.3	7.9	9.5	6.6	93.5	11.6	22.4	8.5	9.9	6.7
Interest & bank charges	7.4	10.1	6.0	8.1	5.5	87.9	8.4	12.3	6.5	9.9	5.9
Professional fees	3.4	9.2	2.0	1.4	1.1	79.5	4.3	12.4	3.1	1.5	1.2
Other expenses	31.2	27.2	31.0	31.0	35.5	96.7	32.3	31.2	31.0	31.2	35.5
Profit (loss)	13.8	18.9	13.9	15.3	7.2	97.0	14.2	18.9	15.3	15.3	7.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

#### Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

##### SIC 9911 - Industrial Machinery and Equipment Rental and Leasing

Businesses primarily engaged in the rental or leasing of heavy industrial machinery and equipment. Businesses engaged in agricultural machinery and equipment rentals, industrial machinery and equipment rental and leasing, leasing of industrial machinery and equipment, industrial machinery and equipment rentals, materials handling machinery and equipment rentals (except with operators), metalworking machinery and equipment rentals, mining machinery and equipment rentals, oil well drilling machinery and equipment rentals, rental of industrial machinery and equipment and woodworking machinery and equipment rentals are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	188				
Low sales value (\$000's)	(1)	(1)	48	152	342
High sales value (\$000's)	(1)	48	152	342	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	2	15	21	87
Inventory	-	-	-	-	-
Other current assets	63	5	36	72	137
Total current assets	95	7	50	93	224
Fixed assets	260	96	106	333	498
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	70	58	54	45	120
<b>Total assets</b>	<b>425</b>	<b>161</b>	<b>211</b>	<b>471</b>	<b>843</b>
<b>Liabilities and equity</b>					
Current loans	22	2	6	30	51
Other current liabilities	77	29	31	66	179
Total current liabilities	100	31	37	96	230
Mortgages payable	-	-	-	-	-
Long term debt	21	9	1	33	39
Other liabilities	173	44	74	266	305
<b>Total liabilities</b>	<b>293</b>	<b>84</b>	<b>111</b>	<b>395</b>	<b>574</b>
<b>Total equity</b>	<b>132</b>	<b>76</b>	<b>99</b>	<b>76</b>	<b>268</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	188				
Low sales value (\$000's)	(1)	(1)	48	152	342
High sales value (\$000's)	(1)	48	152	342	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.0	0.2	1.4	1.0	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.2	1.1	1.1	5.2	2.1
Interest coverage ratio (times)	2.7	1.3	3.8	2.4	2.9
Debt ratio (times)	0.7	0.5	0.5	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	56				
Low sales value (\$000's)	(1)	(1)	114	265	470
High sales value (\$000's)	(1)	114	265	470	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	-11	11	-9	35
Depreciation	52	23	36	51	95
Other	-	17	20	-13	-21
<b>Dividends</b>	-4	-8	-	-4	-3
<b>Investment activities</b>					
Disposal of fixed assets	29	2	10	45	53
Purchase of fixed assets	-97	-3	-132	-59	-181
Increase in investment	-4	-1	-1	-1	-13
Decrease in investment	2	-	2	2	3
<b>Financing activities</b>					
Increase in long term debt	24	2	17	16	59
Repayment of long term debt	-28	-15	-5	-27	-64
Loans from shareholders	27	1	54	9	43
Repayment of loans from shareholders	-10	-6	-15	-2	-19
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	-	-	5
Decrease in equity	-1	-	-	-3	-
Other	-1	-	-	-2	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-	-2	2	-9
<b>Cash &amp; equivalents-Beginning of the year</b>	6	4	6	4	10
<b>Cash &amp; equivalents - End of the year</b>	4	4	4	6	1

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.

See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	914	140,127	5,864	134	91
less than 20	812	59,478	2,436	122	86
20 - 99	65	46,933	1,955	6	5
100 - 499	37	33,716	1,473	6	-
500 and over	-	-	-	-	-
1987					
Total	1,023	223,420	10,998	155	...
less than 20	851	67,256	3,297	129	...
20 - 99	110	73,810	3,527	9	...
100 - 499	54	71,196	3,625	16	...
500 and over	8	11,158	549	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	151				
Average sales \$	288,165	40,517	97,427	211,864	802,850
Average expense \$	245,679	29,000	96,598	177,971	679,146
Average net profit (loss) \$	42,486	11,517	829	33,893	123,704
Businesses reporting a profit (No.)	117				
Average sales \$	283,948	44,503	97,035	197,719	796,536
Average expense \$	217,369	26,593	82,353	150,136	610,392
Average net profit \$	66,579	17,910	14,682	47,583	186,144
Businesses reporting a loss (No.)	34				
Average sales \$	306,970	29,794	98,447	271,819	827,821
Average expense \$	354,030	35,474	133,655	295,947	951,045
Average net loss \$	-47,060	-5,680	-35,208	-24,128	-123,224
<b>1986</b>					
Number of observations in sample	137				
Average sales \$	323,453	63,968	124,005	288,821	817,019
Average expense \$	276,202	48,927	118,427	252,945	684,507
Average net profit (loss) \$	47,251	15,041	5,578	35,876	132,512
Businesses reporting a profit (No.)	111				
Average sales \$	325,886	66,033	118,471	289,234	829,806
Average expense \$	269,230	47,058	88,336	252,877	688,648
Average net profit \$	56,656	18,975	30,135	36,357	141,158
Businesses reporting a loss (No.)	26				
Average sales \$	242,734	51,332	128,355	240,227	551,020
Average expense \$	265,434	60,362	142,079	260,934	598,360
Average net loss \$	-22,700	-9,030	-13,724	-20,707	-47,340
<b>1987</b>					
Number of observations in sample	341				
Average sales \$	228,494	32,327	77,140	196,323	608,186
Average expense \$	209,464	26,884	65,023	192,530	553,420
Average net profit (loss) \$	19,030	5,443	12,117	3,793	54,766
Businesses reporting a profit (No.)	240				
Average sales \$	237,473	33,828	81,937	203,231	630,897
Average expense \$	193,464	23,317	56,887	164,065	529,586
Average net profit \$	44,009	10,511	25,050	39,166	101,311
Businesses reporting a loss (No.)	101				
Average sales \$	207,406	29,254	65,590	181,344	553,436
Average expense \$	245,985	34,186	84,614	254,262	610,879
Average net loss \$	-38,579	-4,932	-19,024	-72,918	-57,443

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
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-S 51

# EXCAVATING AND GRADING

14

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## CANADA

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1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Excavating and Grading (SIC 4214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,192					
Low sales value (\$000's)	(1)	(1)	52	86	214	
High sales value (\$000's)	(1)	52	88	214	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	6.0	4.2	5.2	6.9	7.7	32.0	18.8	19.9	21.0	20.6	15.9
Occupancy expenses	26.8	27.8	29.1	27.3	23.1	99.8	26.9	27.8	29.2	27.3	23.2
Depreciation	12.9	13.7	15.2	13.1	9.5	92.7	13.9	15.9	16.3	13.8	9.9
Repairs & maintenance	9.6	10.3	10.1	9.5	8.6	74.7	12.9	14.8	12.9	12.9	11.1
Heat, light & telephone	1.3	1.6	1.4	1.2	1.0	75.2	1.7	2.5	2.0	1.5	1.1
Rent	3.0	2.2	2.4	3.4	4.0	53.5	5.6	7.1	5.1	5.3	5.6
Personnel expenses	18.9	17.9	11.6	18.9	27.0	82.3	22.9	27.5	15.9	20.4	27.5
Financial expenses	4.4	5.6	4.8	4.0	3.1	97.4	4.5	5.8	5.0	4.1	3.2
Interest & bank charges	3.4	4.3	3.8	3.2	2.3	86.2	3.9	5.4	4.7	3.4	2.6
Professional fees	1.0	1.3	1.0	0.9	0.8	83.8	1.2	1.7	1.3	1.0	0.8
Other expenses	31.5	30.3	31.0	32.6	32.1	100.0	31.5	30.3	31.0	32.6	32.1
Profit (loss)	12.4	14.3	18.3	10.2	7.0	98.0	12.7	14.8	18.9	10.3	7.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4214 - Excavating and Grading Contractors

Businesses primarily engaged in construction site excavating and grading. Included are businesses engaged in construction site blasting, construction site drainage, construction site excavating, construction site grading, construction site land breaking and clearing, construction site rock removal and construction site trenching.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Excavating and Grading (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	813				
Low sales value (\$000's)	(1)	(1)	83	185	436
High sales value (\$000's)	(1)	83	185	436	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	39	3	13	28	110
Inventory	-	-	-	-	-
Other current assets	39	11	22	41	32
Total current assets	78	15	35	69	192
Fixed assets	126	33	65	126	281
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	11	6	6	9	21
<b>Total assets</b>	<b>215</b>	<b>53</b>	<b>106</b>	<b>204</b>	<b>494</b>
<b>Liabilities and equity</b>					
Current loans	16	5	6	17	38
Other current liabilities	58	10	28	53	140
Total current liabilities	74	15	33	70	178
Mortgages payable	-	-	-	-	-
Long term debt	8	2	7	8	16
Other liabilities	61	22	36	58	129
<b>Total liabilities</b>	<b>144</b>	<b>39</b>	<b>76</b>	<b>135</b>	<b>323</b>
<b>Total equity</b>	<b>71</b>	<b>14</b>	<b>31</b>	<b>69</b>	<b>171</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Excavating and Grading (SIC 4214)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	813				
Low sales value (\$000's)	(1)	(1)	83	185	436
High sales value (\$000's)	(1)	83	185	436	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.0	1.1	1.0	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	2.8	2.5	2.0	1.9
Interest coverage ratio (times)	3.7	...	3.1	2.9	4.6
Debt ratio (times)	0.7	0.7	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Excavating and Grading (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	479				
Low sales value (\$000's)	(1)	(1)	95	209	479
High sales value (\$000's)	(1)	95	209	478	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	23	7	8	16	61
Depreciation	33	11	20	33	69
Other	-3	-8	-1	6	-11
<b>Dividends</b>	<b>-5</b>	<b>-7</b>	<b>-1</b>	<b>-4</b>	<b>-7</b>
<b>Investment activities</b>					
Disposal of fixed assets	20	11	17	14	39
Purchase of fixed assets	-72	-13	-44	-68	-160
Increase in investment	-1	-	-2	-1	-2
Decrease in investment	1	-	1	2	3
<b>Financing activities</b>					
Increase in long term debt	34	3	31	28	71
Repayment of long term debt	-24	-6	-23	-22	-45
Loans from shareholders	6	4	3	5	11
Repayment of loans from shareholders	-9	-2	-7	-9	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	1	-	1
Decrease in equity	-1	-	-1	-	-1
Other	-1	-1	-1	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>3</b>	<b>-1</b>	<b>2</b>	<b>-1</b>	<b>12</b>
Cash & equivalents-Beginning of the year	14	5	11	20	19
Cash & equivalents - End of the year	17	4	13	19	31

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Excavating and Grading (SIC 4214)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,626	297,347	12,159	727	488
less than 20	4,541	220,010	9,007	716	485
20 - 99	76	63,191	2,545	8	2
100 - 499	9	14,146	607	3	1
500 and over	-	-	-	-	-
1987					
Total	5,369	505,064	18,535	892	...
less than 20	5,188	317,158	11,716	871	...
20 - 99	165	144,462	5,194	18	...
100 - 499	16	43,444	1,625	3	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Excavating and Grading (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	3,507				
Average sales \$	184,082	38,138	65,865	125,039	507,285
Average expense \$	166,871	30,589	55,363	112,859	468,672
Average net profit (loss) \$	17,211	7,549	10,502	12,180	38,613
Businesses reporting a profit (No.)	2,955				
Average sales \$	181,595	38,703	66,505	122,795	498,376
Average expense \$	157,557	28,103	51,935	103,639	446,549
Average net profit \$	24,038	10,600	14,570	19,156	51,827
Businesses reporting a loss (No.)	552				
Average sales \$	195,772	35,689	62,896	132,791	551,710
Average expense \$	209,076	41,359	71,250	144,712	578,983
Average net loss \$	-13,304	-5,670	-8,354	-11,921	-27,273
<b>1986</b>					
Number of observations in sample	3,595				
Average sales \$	207,928	40,103	71,964	144,870	574,773
Average expense \$	191,277	32,431	60,208	132,644	539,825
Average net profit (loss) \$	16,651	7,672	11,756	12,226	34,948
Businesses reporting a profit (No.)	2,874				
Average sales \$	211,514	40,001	71,656	146,169	588,229
Average expense \$	186,320	28,403	54,021	127,359	535,497
Average net profit \$	25,194	11,598	17,635	18,810	52,732
Businesses reporting a loss (No.)	721				
Average sales \$	195,015	40,514	73,116	140,096	526,335
Average expense \$	209,890	48,704	83,370	152,077	555,407
Average net loss \$	-14,875	-8,190	-10,254	-11,981	-29,072
<b>1987</b>					
Number of observations in sample	1,249				
Average sales \$	199,091	38,997	69,448	138,362	549,555
Average expense \$	181,185	33,199	56,433	124,792	510,315
Average net profit (loss) \$	17,906	5,798	13,015	13,570	39,240
Businesses reporting a profit (No.)	997				
Average sales \$	202,642	40,383	69,435	137,998	562,750
Average expense \$	176,736	30,381	53,073	117,297	506,191
Average net profit \$	25,906	10,002	16,362	20,701	56,559
Businesses reporting a loss (No.)	252				
Average sales \$	183,848	34,545	69,531	139,532	491,782
Average expense \$	199,550	42,249	78,668	148,913	528,371
Average net loss \$	-15,702	-7,704	-9,137	-9,381	-36,589

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





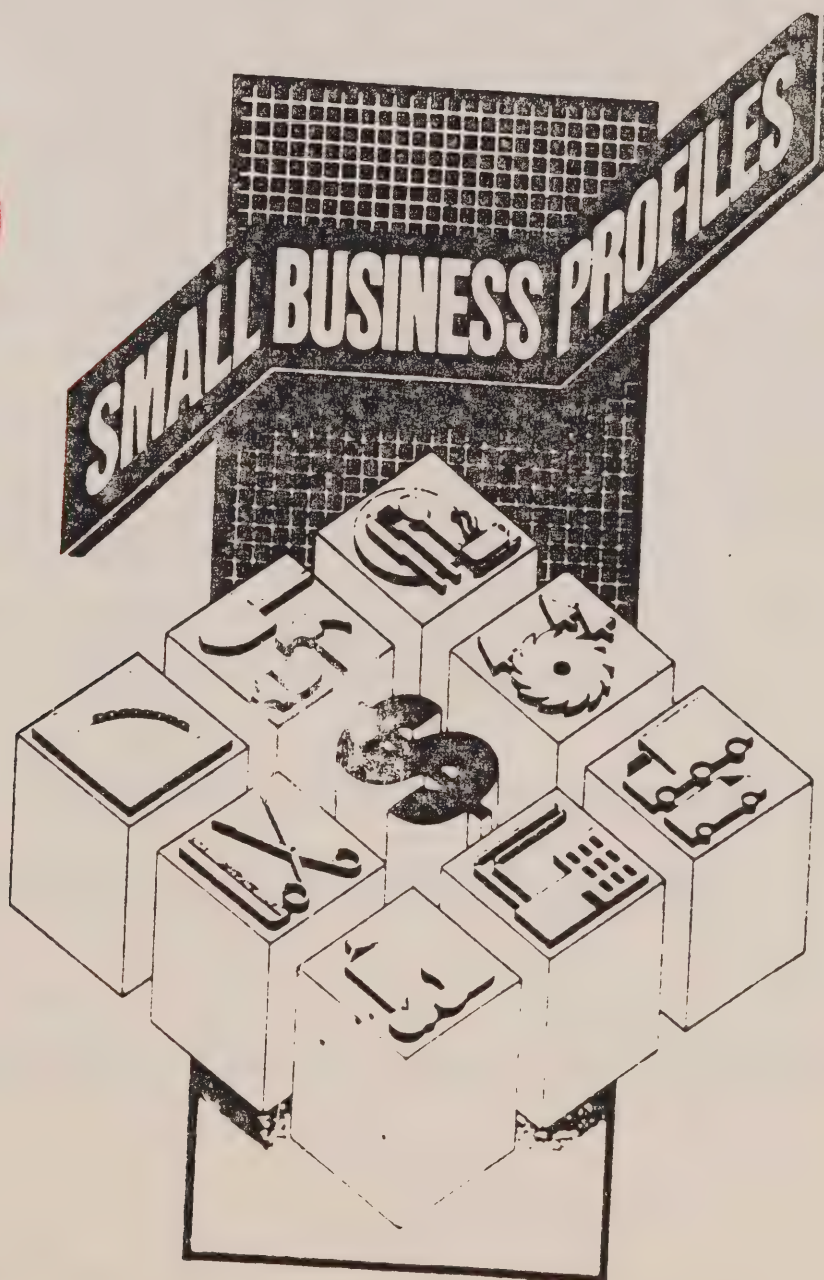


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*in* FABRIC AND YARN STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	237					
Low sales value (\$000's)	(1)	(1)	45	68	139	
High sales value (\$000's)	(1)	45	68	139	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	58.2	58.6	61.4	56.6	56.4	94.2	61.8	63.9	65.3	62.2	56.4
Occupancy expenses	10.4	14.5	8.0	10.5	9.0	98.9	10.6	15.1	8.0	10.5	9.0
Depreciation	1.0	0.7	0.9	1.4	1.3	72.4	1.4	1.8	1.1	1.6	1.4
Repairs & maintenance	0.6	0.7	0.4	0.8	0.6	61.8	1.0	1.5	0.8	1.2	0.8
Heat, light & telephone	1.8	2.4	1.8	1.8	1.4	91.2	2.0	2.7	2.1	1.9	1.5
Rent	6.9	10.7	4.9	6.5	5.6	72.0	9.6	16.5	8.3	7.6	7.2
Personnel expenses	10.8	7.0	7.3	12.2	16.4	84.3	12.8	9.7	9.2	13.6	17.2
Financial expenses	3.2	4.2	2.5	3.8	2.4	95.3	3.4	4.8	2.5	3.9	2.5
Interest & bank charges	2.4	3.1	1.9	2.9	1.7	78.6	3.0	4.1	2.7	3.5	2.0
Professional fees	0.8	1.1	0.6	1.0	0.7	80.4	1.0	1.6	0.9	1.1	0.7
Other expenses	14.4	19.2	13.1	13.2	12.1	100.0	14.4	19.2	13.1	13.2	12.1
Profit (loss)	3.0	-3.4	7.7	3.7	3.8	99.9	3.0	-3.4	7.7	3.7	3.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6151 - Fabric and Yarn Stores

Businesses primarily engaged in retail dealing in yard goods; yarns and related merchandise such as: dry goods and notions stores, fabric stores, retail knitting yarn and accessories, mill-end stores (textile fabric), retail piece goods (textile fabric), retail sewing thread, retail textile fabrics, retail yarn goods (textile fabric) and retail yarn.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Fabric and Yarn Stores (SIC 6151)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	123				
Low sales value (\$000's)	(1)	(1)	96	182	415
High sales value (\$000's)	(1)	96	182	415	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	1	1	4	24
Inventory	-	-	-	-	-
Other current assets	120	49	48	119	253
Total current assets	127	50	49	123	276
Fixed assets	26	4	6	18	74
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	9	-	11	4	22
<b>Total assets</b>	<b>163</b>	<b>54</b>	<b>65</b>	<b>144</b>	<b>373</b>
<b>Liabilities and equity</b>					
Current loans	13	1	12	8	31
Other current liabilities	55	30	19	65	103
Total current liabilities	68	31	32	73	133
Mortgages payable	-	-	-	-	-
Long term debt	4	2	7	1	7
Other liabilities	44	31	18	47	78
<b>Total liabilities</b>	<b>117</b>	<b>64</b>	<b>56</b>	<b>121</b>	<b>219</b>
<b>Total equity</b>	<b>46</b>	<b>-9</b>	<b>9</b>	<b>23</b>	<b>154</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Fabric and Yarn Stores (SIC 6151)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	123				
Low sales value (\$000's)	(1)	(1)	96	182	415
High sales value (\$000's)	(1)	96	182	415	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	1.6	1.6	1.7	2.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	-6.9	6.2	5.3	1.4
Interest coverage ratio (times)	2.1	...	...	1.6	3.7
Debt ratio (times)	0.7	1.2	0.9	0.8	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	69				
Low sales value (\$000's)	(1)	(1)	109	185	459
High sales value (\$000's)	(1)	109	185	459	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	6	-5	-6	30
Depreciation	4	2	2	4	9
Other	-2	-11	-13	36	-16
<b>Dividends</b>	-2	-	-	-1	-5
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	2	3
Purchase of fixed assets	-11	-1	-1	-4	-34
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	10	-	16	2	20
Repayment of long term debt	-2	-	-6	-1	-2
Loans from shareholders	7	9	8	5	4
Repayment of loans from shareholders	-6	-4	-6	-8	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	1	6	-	-	-
Decrease in equity	-2	-	-	-4	-2
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>7</b>	<b>6</b>	<b>-5</b>	<b>24</b>	<b>3</b>
Cash & equivalents-Beginning of the year	1	-2	-3	-3	12
Cash & equivalents - End of the year	8	4	-8	21	15

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Fabric and Yarn Stores (SIC 6151)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,683	70,559	7.887	282	178
less than 20	1,615	35,868	3,959	275	176
20 - 99	50	14,378	1,607	6	1
100 - 499	17	X	1,708	1	1
500 and over	1	X	613	-	-
1987					
Total	1,735	81,268	7,559	236	...
less than 20	1,671	40,546	3,770	236	...
20 - 99	45	15,783	1,475	-	...
100 - 499	18	X	1,629	-	...
500 and over	1	X	685	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	335				
Average sales \$	153,328	35,765	66,310	109,377	401,858
Average expense \$	146,666	34,124	62,338	108,323	381,879
Average net profit (loss) \$	6,662	1,641	3,972	1,054	19,979
Businesses reporting a profit (No.)	271				
Average sales \$	155,611	36,562	67,793	114,907	403,181
Average expense \$	141,449	30,822	59,753	101,403	373,816
Average net profit \$	14,162	5,740	8,040	13,504	29,365
Businesses reporting a loss (No.)	64				
Average sales \$	148,980	34,543	61,566	102,356	397,453
Average expense \$	158,906	39,182	70,604	117,111	408,726
Average net loss \$	-9,926	-4,639	-9,038	-14,755	-11,273
<b>1986</b>					
Number of observations in sample	526				
Average sales \$	145,538	33,419	65,209	112,529	371,234
Average expense \$	140,163	33,356	63,886	108,355	355,056
Average net profit (loss) \$	5,435	63	1,323	4,174	16,178
Businesses reporting a profit (No.)	368				
Average sales \$	146,295	33,596	70,636	115,440	365,506
Average expense \$	134,682	29,135	63,784	103,735	342,093
Average net profit \$	11,613	4,461	6,872	11,705	23,413
Businesses reporting a loss (No.)	158				
Average sales \$	149,005	33,173	56,880	107,296	398,669
Average expense \$	159,274	39,220	64,073	116,660	417,142
Average net loss \$	-10,269	-6,047	-7,193	-9,364	-18,473
<b>1987</b>					
Number of observations in sample	331				
Average sales \$	145,222	32,665	51,842	104,254	392,125
Average expense \$	139,761	34,824	47,417	101,191	375,611
Average net profit (loss) \$	5,461	-2,159	4,425	3,063	16,514
Businesses reporting a profit (No.)	210				
Average sales \$	149,433	32,940	51,195	106,348	407,247
Average expense \$	135,454	28,746	45,109	93,409	374,553
Average net profit \$	13,979	4,194	6,086	12,939	32,694
Businesses reporting a loss (No.)	121				
Average sales \$	136,977	32,361	55,420	101,238	358,890
Average expense \$	148,019	41,550	60,186	112,401	377,937
Average net loss \$	-11,042	-9,189	-4,766	-11,163	-19,047

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes



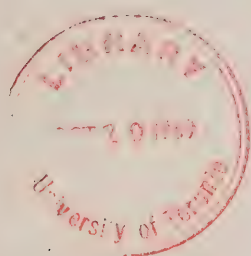


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# ORNAMENTAL AND MISCELLANEOUS FABRICATED METAL INSTALLATION

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	68					
Low sales value (\$000's)	(1)	(1)	49	159	305	
High sales value (\$000's)	(1)	49	159	305	1	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	29.1	26.2	21.2	28.4	40.7	79.2	36.7	38.2	24.0	44.0	42.9
Occupancy expenses	8.8	18.3	7.9	4.2	5.7	92.9	9.5	23.5	7.9	4.5	5.7
Depreciation	2.2	2.4	3.4	1.4	1.7	79.6	2.8	5.9	3.4	1.5	2.1
Repairs & maintenance	0.5	0.6	0.3	0.7	0.7	44.9	1.2	2.3	0.9	1.2	1.0
Heat, light & telephone	1.8	3.5	1.6	1.1	1.1	81.6	2.2	4.5	1.9	1.7	1.1
Rent	4.3	11.9	2.6	1.0	2.2	68.8	6.2	18.0	4.1	2.0	2.3
Personnel expenses	26.5	17.5	23.7	34.3	29.8	93.3	28.4	17.5	32.0	34.3	29.8
Financial expenses	2.3	4.6	1.9	1.4	1.5	98.4	2.3	4.6	1.9	1.4	1.5
Interest & bank charges	0.9	1.3	0.8	0.6	0.9	71.0	1.3	2.3	1.5	0.8	1.0
Professional fees	1.4	3.3	1.1	0.7	0.6	93.3	1.5	3.3	1.2	0.8	0.7
Other expenses	23.2	23.1	26.0	26.1	17.4	100.0	23.2	23.1	26.0	26.1	17.4
Profit (loss)	10.1	10.3	19.4	5.6	4.9	97.5	10.3	10.3	21.5	5.6	4.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4292 - Ornamental and Miscellaneous Fabricated Metal Installers

Businesses primarily engaged in the installation and repair of standard or custom fabricated sheet metal components (except for roofing and duct work), decorative iron or steel work, ornamental or architectural metal work. Businesses engaged in the installation of architectural metal work, installation of metal balconies, installation of metal decks and grates, installation of decorative iron and steel work, installation of metal fire escapes and stairways, installation of metal hollow work, installation of metal partitions (office, washroom, etc.), installation of ornamental metal work, installation of sheet metal components (except roofing and duct work), metal stairs installation and the installation of metal store front frames are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	73	207	400
High sales value (\$000's)	(1)	73	207	400	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	42	5	15	26	119
Inventory	-	-	-	-	-
Other current assets	33	10	14	27	76
Total current assets	74	15	29	53	196
Fixed assets	29	9	13	32	59
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	3	-	-	3	9
<b>Total assets</b>	<b>106</b>	<b>24</b>	<b>42</b>	<b>89</b>	<b>264</b>
<b>Liabilities and equity</b>					
Current loans	7	-	1	11	16
Other current liabilities	43	21	16	34	101
Total current liabilities	50	21	17	45	117
Mortgages payable	-	-	-	-	-
Long term debt	2	-	2	3	5
Other liabilities	19	6	3	35	31
<b>Total liabilities</b>	<b>72</b>	<b>27</b>	<b>22</b>	<b>83</b>	<b>153</b>
<b>Total equity</b>	<b>35</b>	<b>-3</b>	<b>20</b>	<b>6</b>	<b>111</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	50				
Low sales value (\$000's)	(1)	(1)	73	207	400
High sales value (\$000's)	(1)	73	207	400	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	0.7	1.7	1.2	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.1	-9.4	1.1	12.9	1.4
Interest coverage ratio (times)	6.3	...	25.4	1.8	9.2
Debt ratio (times)	0.7	1.1	0.5	0.9	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	26				
Low sales value (\$000's)	(1)	(1)	104	261	433
High sales value (\$000's)	(1)	104	261	433	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	19	1	16	1	51
Depreciation	8	2	3	14	9
Other	-16	-14	4	-1	-53
<b>Dividends</b>	-	-	-	-	-2
<b>Investment activities</b>					
Disposal of fixed assets	2	1	-	5	-
Purchase of fixed assets	-20	-2	-5	-50	-21
Increase in investment	-	-	-	-	-
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	5	-	1	12	5
Repayment of long term debt	-2	-	-1	-2	-2
Loans from shareholders	9	3	-	29	3
Repayment of loans from shareholders	-2	-	-1	-	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-2
Other	-	-	1	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>1</b>	<b>-10</b>	<b>19</b>	<b>7</b>	<b>-19</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>9</b>	<b>16</b>	<b>10</b>	<b>-</b>	<b>13</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>10</b>	<b>6</b>	<b>29</b>	<b>7</b>	<b>-5</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	154	12,884	523	28	33
less than 20	149	9,272	374	28	33
20 - 99	5	3,612	149	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1987					
Total	198	21,917	785	32	...
less than 20	192	15,320	556	31	...
20 - 99	5	X	177	-	...
100 - 499	1	X	52	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Ornamental and Miscellaneous Fabricated Metal Installation (SIC 4292)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	71				
Average sales \$	225,648	30,572	41,721	102,076	728,223
Average expense \$	208,376	23,915	40,437	95,413	673,739
Average net profit (loss) \$	17,272	6,657	1,284	6,563	54,484
Businesses reporting a profit (No.)	61				
Average sales \$	226,709	31,236	41,731	99,039	734,831
Average expense \$	205,427	22,927	39,266	80,724	678,789
Average net profit \$	21,282	8,309	2,465	18,315	56,042
Businesses reporting a loss (No.)	10				
Average sales \$	140,302	27,171	41,603	105,434	387,000
Average expense \$	152,030	28,980	54,480	111,658	413,000
Average net loss \$	-11,728	-1,809	-12,877	-6,224	-26,000
<b>1986</b>					
Number of observations in sample	84				
Average sales \$	138,030	31,761	47,145	108,815	364,399
Average expense \$	121,417	28,255	35,400	95,108	326,904
Average net profit (loss) \$	16,613	3,506	11,745	13,707	37,495
Businesses reporting a profit (No.)	75				
Average sales \$	137,913	31,650	46,711	108,794	364,497
Average expense \$	120,295	27,504	33,303	93,764	326,608
Average net profit \$	17,618	4,146	13,408	15,030	37,889
Businesses reporting a loss (No.)	9				
Average sales \$	136,586	34,321	51,563	109,034	351,424
Average expense \$	144,447	45,708	56,711	109,197	366,171
Average net loss \$	-7,861	-11,387	-5,148	-163	-14,747
<b>1987</b>					
Number of observations in sample	72				
Average sales \$	222,420	38,223	79,798	216,307	555,353
Average expense \$	209,183	34,313	66,754	202,565	533,099
Average net profit (loss) \$	13,237	3,910	13,044	13,742	22,254
Businesses reporting a profit (No.)	60				
Average sales \$	220,062	36,905	79,798	212,237	551,309
Average expense \$	199,027	28,839	66,754	195,898	504,615
Average net profit \$	21,035	8,066	13,044	16,339	46,694
Businesses reporting a loss (No.)	12				
Average sales \$	283,313	39,994	-	245,851	564,093
Average expense \$	295,769	41,674	-	250,967	594,666
Average net loss \$	-12,456	-1,680	-	-5,116	-30,573

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# WHOLESALE FARM MACHINERY, EQUIPMENT AND SUPPLIES

## CANADA

### 1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)		Bottom 25%		Lower middle 25%		Upper middle 25%		Top 25%	
Businesses in sample (No.)	493									
Low sales value (\$000's)	(1)		(1)		121		385		354	
High sales value (\$000's)	(1)		121		385		354		(1)	

Selected expense item	Industry average (2)					% businesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	55.0	40.1	52.7	63.8	63.2	92.7	59.3	46.2	58.9	65.6	64.8
Occupancy expenses	6.2	11.0	7.1	3.7	2.9	97.9	6.3	11.9	7.1	3.7	3.0
Depreciation	2.8	6.1	3.0	1.3	1.0	91.1	3.1	7.8	3.2	1.3	1.0
Repairs & maintenance	0.9	1.0	1.4	0.6	0.5	68.1	1.3	1.9	2.2	0.8	0.6
Heat, light & telephone	1.5	2.3	1.7	1.0	0.8	90.0	1.6	3.0	1.9	1.1	0.8
Rent	1.0	1.5	1.0	0.8	0.7	52.7	1.3	4.8	2.0	1.6	0.9
Personnel expenses	11.9	9.5	14.5	12.5	11.1	89.9	13.2	14.4	15.4	12.6	11.1
Financial expenses	2.4	3.9	2.2	2.0	1.5	95.7	2.5	4.4	2.3	2.0	1.5
Interest & bank charges	1.7	2.7	1.5	1.5	1.1	83.1	2.0	4.3	1.8	1.6	1.2
Professional fees	0.7	1.2	0.7	0.5	0.4	85.7	0.8	1.9	0.8	0.5	0.4
Other expenses	20.3	24.7	22.2	15.7	18.6	99.7	20.4	25.0	22.2	15.7	18.6
Profit (loss)	4.2	10.7	1.3	2.3	2.7	98.8	4.3	10.9	1.3	2.3	2.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5711 - Wholesale Farm Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in new or used farm machinery, equipment, supplies and parts. This industry includes businesses primarily engaged in selling such equipment directly to farmers as well as those selling to farm equipment dealers. Also included are businesses primarily engaged in the repair of farm machinery and equipment as well as those primarily engaged in wholesaling garden and lawn tractors and equipment. Wholesale farm machinery and equipment (including elevating); wholesale combines; wholesale crop preparation machinery (cleaning, drying, conditioning); wholesale farm cultivators, seeders and spreaders; wholesale dairy farm machinery; wholesale farm implements; farm machinery and equipment repairs; wholesale farm machinery and equipment; wholesale garden and lawn tractors; wholesale farm grinders, mixers and crushers; wholesale farm crop harvesting machinery; wholesale haying machinery; wholesale irrigation equipment; wholesale farm crop planting machinery; wholesale farm and garden ploughs, harrows and tillers; wholesale farm sprayers and dusters; wholesale farm swathers and windrowers and wholesale farm and garden tractors are also included in this industry.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	378				
Low sales value (\$000's)	(1)	(1)	225	530	1,056
High sales value (\$000's)	(1)	225	530	1,056	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	50	8	32	52	107
Inventory	-	-	-	-	-
Other current assets	241	63	151	238	510
Total current assets	290	71	183	290	617
Fixed assets	59	21	75	50	91
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	33	35	23	58	16
<b>Total assets</b>	<b>383</b>	<b>127</b>	<b>281</b>	<b>398</b>	<b>724</b>
<b>Liabilities and equity</b>					
Current loans	34	5	33	32	64
Other current liabilities	153	34	89	151	340
Total current liabilities	187	39	122	183	404
Mortgages payable	-	-	-	-	-
Long term debt	6	2	5	9	8
Other liabilities	78	52	51	94	116
<b>Total liabilities</b>	<b>272</b>	<b>93</b>	<b>178</b>	<b>286</b>	<b>528</b>
<b>Total equity</b>	<b>111</b>	<b>33</b>	<b>103</b>	<b>112</b>	<b>196</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	378				
Low sales value (\$000's)	(1)	(1)	225	530	1,056
High sales value (\$000's)	(1)	225	530	1,056	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.8	1.5	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.4	2.8	1.7	2.6	2.7
Interest coverage ratio (times)	2.8	3.8	2.0	2.9	3.1
Debt ratio (times)	0.7	0.7	0.6	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	251				
Low sales value (\$000's)	(1)	(1)	271	625	1,084
High sales value (\$000's)	(1)	271	625	1,084	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	14	7	4	15	32
Depreciation	9	5	7	10	15
Other	1	23	-2	2	-20
<b>Dividends</b>	-9	-2	-10	-6	-17
<b>Investment activities</b>					
Disposal of fixed assets	4	3	3	5	4
Purchase of fixed assets	-18	-4	-10	-22	-35
Increase in investment	-5	-15	-	-5	-
Decrease in investment	1	2	-	2	1
<b>Financing activities</b>					
Increase in long term debt	14	4	14	10	29
Repayment of long term debt	-8	-2	-10	-6	-13
Loans from shareholders	8	4	12	5	11
Repayment of loans from shareholders	-11	-16	-3	-20	-6
Advances & loans from government	-	-	-	-	1
Increase in equity	-	-	-	1	-
Decrease in equity	-1	-	-	-3	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>1</b>	<b>8</b>	<b>5</b>	<b>-11</b>	<b>1</b>
Cash & equivalents-Beginning of the year	4	35	1	21	-41
Cash & equivalents - End of the year	5	43	5	10	-40

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,555	324,792	16,339	237	149
less than 20	2,369	217,976	11,009	222	136
20 - 99	174	86,576	4,306	12	13
100 - 499	8	4,329	215	2	-
500 and over	4	15,911	809	1	-
1987					
Total	2,468	365,029	16,479	219	...
less than 20	2,255	232,593	10,432	201	...
20 - 99	190	98,726	4,497	13	...
100 - 499	17	17,798	785	5	...
500 and over	6	15,912	765	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Farm Machinery, Equipment and Supplies (SIC 5711)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	457				
Average sales \$	471,037	58,040	170,152	410,911	1,245,045
Average expense \$	451,411	39,394	165,359	397,141	1,203,749
Average net profit (loss) \$	19,626	18,646	4,793	13,770	41,296
Businesses reporting a profit (No.)	393				
Average sales \$	472,758	55,591	174,852	419,116	1,241,471
Average expense \$	441,586	33,896	163,111	389,179	1,180,159
Average net profit \$	31,172	21,695	11,741	29,937	61,312
Businesses reporting a loss (No.)	64				
Average sales \$	467,690	74,985	156,697	375,505	1,263,573
Average expense \$	501,696	77,437	171,793	431,497	1,326,055
Average net loss \$	-34,006	-2,452	-15,096	-55,992	-62,482
<b>1986</b>					
Number of observations in sample	470				
Average sales \$	536,183	54,742	207,646	566,954	1,315,388
Average expense \$	520,927	46,206	197,268	552,248	1,287,984
Average net profit (loss) \$	15,256	8,536	10,378	14,706	27,404
Businesses reporting a profit (No.)	380				
Average sales \$	535,237	61,503	217,558	552,839	1,299,047
Average expense \$	506,280	47,160	197,420	530,277	1,250,263
Average net profit \$	28,957	14,343	20,138	32,562	48,784
Businesses reporting a loss (No.)	90				
Average sales \$	535,641	39,134	165,502	578,864	1,353,062
Average expense \$	561,316	44,003	196,621	615,836	1,388,802
Average net loss \$	-25,675	-4,869	-31,119	-36,972	-23,740
<b>1987</b>					
Number of observations in sample	620				
Average sales \$	558,140	65,819	240,172	593,207	1,333,361
Average expense \$	543,985	60,219	235,286	581,096	1,299,338
Average net profit (loss) \$	14,155	5,600	4,886	12,111	34,023
Businesses reporting a profit (No.)	433				
Average sales \$	556,159	66,346	240,070	589,307	1,318,912
Average expense \$	528,486	54,872	224,477	572,057	1,262,536
Average net profit \$	27,673	11,474	15,593	27,250	56,376
Businesses reporting a loss (No.)	187				
Average sales \$	564,935	64,067	240,392	579,147	1,376,135
Average expense \$	586,692	78,008	258,543	601,929	1,408,287
Average net loss \$	-21,757	-13,941	-18,151	-22,782	-32,152

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# FLORIST SHOPS

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## CANADA

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### 1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Florist Shops (SIC 6521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	349					
Low sales value (\$000's)	(1)	(1)	50	102	189	
High sales value (\$000's)	(1)	50	102	189	1	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.8	54.1	48.3	44.7	40.6	93.1	50.3	57.9	54.1	46.0	43.9
Occupancy expenses	13.9	18.0	15.2	12.3	10.2	98.3	14.1	18.0	16.3	12.3	10.2
Depreciation	2.0	2.4	2.0	1.9	1.9	78.2	2.6	3.7	2.9	2.3	1.9
Repairs & maintenance	1.3	1.7	1.3	1.2	0.9	71.5	1.8	4.1	1.8	1.4	1.1
Heat, light & telephone	3.4	3.5	3.9	2.9	3.2	95.5	3.5	3.6	4.4	2.9	3.3
Rent	7.2	10.4	8.0	6.3	4.2	77.1	9.3	12.1	12.0	8.1	5.3
Personnel expenses	15.6	10.7	9.1	17.8	24.6	82.0	19.0	19.0	12.6	17.8	24.8
Financial expenses	3.1	3.3	3.9	2.8	2.4	93.7	3.3	3.7	4.2	2.9	2.4
Interest & bank charges	2.1	2.3	2.8	1.9	1.4	75.6	2.8	4.0	3.8	2.3	1.7
Professional fees	1.0	1.0	1.1	0.9	0.9	86.7	1.1	1.4	1.3	0.9	1.0
Other expenses	21.5	29.8	20.6	16.7	19.4	100.0	21.5	29.8	20.6	16.7	19.4
Profit (loss)	-0.9	-15.9	2.9	5.7	2.9	99.2	-0.9	-15.9	3.0	5.7	2.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6521 - Florist Shops

Businesses primarily engaged in retail dealing in cut flowers; potted plants and the like. These businesses may be secondarily engaged in selling seeds, bulbs, nursery stock and garden supplies. Businesses engaged in retail cut flowers, florist shops, retail potted plants and retail fresh flowers and wreaths are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Florist Shops (SIC 6521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	186				
Low sales value (\$000's)	(1)	(1)	113	208	349
High sales value (\$000's)	(1)	113	208	349	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	11	3	6	9	28
Inventory	-	-	-	-	-
Other current assets	42	20	28	37	83
Total current assets	54	23	33	46	111
Fixed assets	43	11	21	45	95
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	17	18	6	9	33
<b>Total assets</b>	<b>113</b>	<b>52</b>	<b>60</b>	<b>101</b>	<b>239</b>
<b>Liabilities and equity</b>					
Current loans	7	2	4	9	14
Other current liabilities	39	13	20	40	82
Total current liabilities	46	15	24	48	96
Mortgages payable	-	-	-	-	-
Long term debt	7	1	4	7	14
Other liabilities	33	30	39	21	43
<b>Total liabilities</b>	<b>86</b>	<b>46</b>	<b>66</b>	<b>77</b>	<b>153</b>
<b>Total equity</b>	<b>27</b>	<b>6</b>	<b>-7</b>	<b>24</b>	<b>86</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Florist Shops (SIC 6521)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	186				
Low sales value (\$000's)	(1)	(1)	113	208	349
High sales value (\$000's)	(1)	113	208	349	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	1.6	1.4	1.0	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.1	8.2	-10.0	3.1	1.8
Interest coverage ratio (times)	2.1	...	...	2.3	3.6
Debt ratio (times)	0.8	0.9	1.1	0.8	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Florist Shops (SIC 6521)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	124				
Low sales value (\$000's)	(1)	(1)	133	244	396
High sales value (\$000's)	(1)	133	244	396	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	9	-	-2	12	27
Depreciation	6	2	3	5	13
Other	-2	-2	7	-5	-8
<b>Dividends</b>	-4	-1	-	-5	-11
<b>Investment activities</b>					
Disposal of fixed assets	4	-	1	3	12
Purchase of fixed assets	-8	-1	-3	-8	-19
Increase in investment	-1	-	-	-	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	4	1	5	2	8
Repayment of long term debt	-8	-1	-10	-7	-13
Loans from shareholders	4	1	5	3	7
Repayment of loans from shareholders	-2	-1	-2	-1	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-2	-	-1
Other	-	-	1	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>2</b>	<b>-2</b>	<b>2</b>	<b>-1</b>	<b>8</b>
Cash & equivalents-Beginning of the year	6	3	-3	18	6
Cash & equivalents - End of the year	8	1	-1	16	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Florist Shops (SIC 6521)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,656	109,933	10,969	403	281
less than 20	2,586	83,312	8,237	398	278
20 - 99	67	20,817	2,109	5	2
100 - 499	3	5,804	623	-	1
500 and over	-	-	-	-	-
1987					
Total	3,117	144,454	12,155	545	...
less than 20	3,039	107,481	9,064	540	...
20 - 99	71	26,111	2,209	4	...
100 - 499	7	10,862	882	1	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Florist Shops (SIC 6521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	985				
Average sales \$	147,285	42,795	79,151	137,165	330,028
Average expense \$	139,974	40,164	74,742	130,065	314,924
Average net profit (loss) \$	7,311	2,631	4,409	7,100	15,104
Businesses reporting a profit (No.)	829				
Average sales \$	151,099	44,900	78,412	139,712	341,371
Average expense \$	139,169	38,564	69,929	130,408	317,854
Average net profit \$	11,910	6,336	8,483	9,304	23,517
Businesses reporting a loss (No.)	156				
Average sales \$	133,433	38,232	81,385	123,483	290,631
Average expense \$	141,478	43,636	89,307	128,222	304,746
Average net loss \$	-8,045	-5,404	-7,922	-4,739	-14,115
<b>1986</b>					
Number of observations in sample	322				
Average sales \$	177,315	54,443	102,380	173,030	379,408
Average expense \$	169,152	49,769	98,749	169,403	358,685
Average net profit (loss) \$	8,163	4,674	3,631	3,627	20,723
Businesses reporting a profit (No.)	250				
Average sales \$	175,906	53,777	101,879	171,660	376,306
Average expense \$	160,501	47,538	91,896	162,237	340,331
Average net profit \$	15,405	6,239	9,983	9,423	35,975
Businesses reporting a loss (No.)	72				
Average sales \$	180,750	58,372	103,288	175,374	385,964
Average expense \$	188,304	62,915	111,148	181,669	397,482
Average net loss \$	-7,554	-4,543	-7,860	-6,295	-11,518
<b>1987</b>					
Number of observations in sample	522				
Average sales \$	167,336	37,260	71,963	137,837	422,284
Average expense \$	162,138	41,157	70,790	130,240	406,364
Average net profit (loss) \$	5,198	-3,897	1,173	7,597	15,920
Businesses reporting a profit (No.)	366				
Average sales \$	176,869	42,016	73,772	137,395	454,291
Average expense \$	164,348	37,886	66,146	125,440	427,919
Average net profit \$	12,521	4,130	7,626	11,955	26,372
Businesses reporting a loss (No.)	156				
Average sales \$	143,327	32,371	69,249	139,358	332,329
Average expense \$	153,706	44,519	77,758	146,759	345,786
Average net loss \$	-10,379	-12,148	-8,509	-7,401	-13,457

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# (WHOLESALE) FOOD

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wholesale Food (SIC 521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,177				
Low sales value (\$000's)	(1)	(1)	107	281	719
High sales value (\$000's)	(1)	107	281	719	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	56.2	39.2	53.9	64.8	66.8	78.1	72.0	65.6	71.3	74.4	74.7
Occupancy expenses	5.6	9.9	5.1	4.1	3.3	90.7	6.2	12.3	5.7	4.3	3.5
Depreciation	1.7	3.1	1.7	1.2	1.0	78.4	2.2	5.0	2.3	1.4	1.1
Repairs & maintenance	1.1	2.2	1.0	0.7	0.6	55.4	2.0	5.1	1.9	1.2	0.9
Heat, light & telephone	1.1	1.5	1.1	0.9	0.8	72.3	1.5	2.8	1.6	1.2	0.9
Rent	1.6	3.2	1.2	1.3	0.9	54.4	3.0	6.9	2.6	2.2	1.4
Personnel expenses	10.2	10.2	11.3	9.9	9.5	76.7	13.3	18.9	15.4	11.9	9.9
Financial expenses	1.7	2.7	1.3	1.1	1.1	90.5	1.9	3.6	2.1	1.1	1.1
Interest & bank charges	1.0	1.5	1.2	0.6	0.6	74.2	1.3	2.5	1.6	0.8	0.7
Professional fees	0.7	1.3	0.8	0.4	0.4	78.2	0.9	1.9	1.0	0.5	0.5
Other expenses	21.6	27.8	24.5	16.9	17.2	100.0	21.6	27.8	24.5	16.9	17.2
Profit (loss)	4.7	10.1	3.3	3.2	2.1	98.4	4.8	10.4	3.3	3.2	2.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

Notes  
Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5210 - Wholesale Food

Businesses primarily engaged in wholesale dealing in confectionery, frozen foods (packaged), dairy products, poultry and eggs, fish and seafood, fresh fruits and vegetables, meat and meat products or other specialty lines of food.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Wholesale Food (SIC 521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	790				
Low sales value (\$000's)	(1)	(1)	188	473	981
High sales value (\$000's)	(1)	188	473	981	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	46	9	19	46	110
Inventory	-	-	-	-	-
Other current assets	80	25	39	83	172
Total current assets	126	35	59	129	282
Fixed assets	48	20	31	53	89
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	16	9	4	26	24
<b>Total assets</b>	<b>190</b>	<b>64</b>	<b>94</b>	<b>208</b>	<b>394</b>
<b>Liabilities and equity</b>					
Current loans	21	7	10	16	50
Other current liabilities	77	25	41	82	158
Total current liabilities	97	32	51	99	208
Mortgages payable	-	-	-	-	-
Long term debt	3	1	1	3	8
Other liabilities	42	20	31	42	76
<b>Total liabilities</b>	<b>143</b>	<b>53</b>	<b>82</b>	<b>144</b>	<b>292</b>
<b>Total equity</b>	<b>47</b>	<b>11</b>	<b>12</b>	<b>64</b>	<b>102</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Wholesale Food (SIC 521)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	790				
Low sales value (\$000's)	(1)	(1)	188	473	981
High sales value (\$000's)	(1)	188	473	981	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.1	1.2	1.3	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.0	4.9	7.0	2.3	2.9
Interest coverage ratio (times)	3.5	1.2	1.5	3.5	4.3
Debt ratio (times)	0.8	0.8	0.9	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Food (SIC 521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	347				
Low sales value (\$000's)	(1)	(1)	239	555	1,040
High sales value (\$000's)	(1)	239	555	1,040	(1)
Average (\$000's)					
Operating activities					
Cash from operations	15	-1	11	19	32
Depreciation	11	4	7	14	20
Other	-11	12	-8	-12	-33
Dividends	-6	-1	-7	-10	-7
Investment activities					
Disposal of fixed assets	6	3	5	11	4
Purchase of fixed assets	-29	-17	-29	-24	-44
Increase in investment	-6	-4	-1	-13	-6
Decrease in investment	1	2	-	3	1
Financing activities					
Increase in long term debt	16	11	14	12	26
Repayment of long term debt	-8	-3	-5	-6	-17
Loans from shareholders	11	7	14	6	16
Repayment of loans from shareholders	-9	-8	-6	-6	-16
Advances & loans from government	-	-	-	-	-
Increase in equity	4	-	4	-	10
Decrease in equity	-	-	-1	-1	-
Other	-	-	1	-	1
Increase(decrease) in cash & equivalents	-4	5	-1	-7	-13
Cash & equivalents-Beginning of the year	13	16	17	23	-5
Cash & equivalents - End of the year	9	22	16	16	-18

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Food (SIC 521)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,288	1,390,784	75,746	618	389
less than 20	3,563	256,406	13,008	549	344
20 - 99	519	299,439	15,462	44	28
100 - 499	166	257,470	12,888	20	15
500 and over	40	577,469	34,388	5	2
1987					
Total	4,714	1,722,899	81,879	770	...
less than 20	3,947	329,589	14,110	699	...
20 - 99	549	378,734	16,245	36	...
100 - 499	163	339,488	14,545	19	...
500 and over	55	675,088	36,979	16	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Food (SIC 521)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	912				
Average sales \$	444,923	73,553	199,913	414,809	1,091,418
Average expense \$	431,958	65,723	190,560	402,470	1,069,078
Average net profit (loss) \$	12,965	7,830	9,353	12,339	22,340
Businesses reporting a profit (No.)	780				
Average sales \$	460,152	78,400	208,640	421,325	1,132,244
Average expense \$	435,410	67,870	192,852	394,225	1,086,693
Average net profit \$	24,742	10,530	15,788	27,100	45,551
Businesses reporting a loss (No.)	132				
Average sales \$	401,707	52,258	173,000	393,817	987,752
Average expense \$	423,292	56,295	183,493	429,033	1,024,348
Average net loss \$	-21,585	-4,037	-10,493	-35,216	-36,596
<b>1986</b>					
Number of observations in sample	946				
Average sales \$	512,676	54,150	196,296	504,735	1,295,523
Average expense \$	499,652	49,668	188,138	494,958	1,265,842
Average net profit (loss) \$	13,024	4,482	8,158	9,777	29,681
Businesses reporting a profit (No.)	784				
Average sales \$	519,105	60,089	204,110	522,742	1,289,480
Average expense \$	489,518	48,202	189,859	500,773	1,219,236
Average net profit \$	29,587	11,887	14,251	21,969	70,244
Businesses reporting a loss (No.)	162				
Average sales \$	495,327	45,046	168,651	460,571	1,307,039
Average expense \$	517,327	51,916	182,047	480,695	1,354,651
Average net loss \$	-22,000	-6,870	-13,396	-20,124	-47,612
<b>1987</b>					
Number of observations in sample	1,309				
Average sales \$	482,666	57,169	191,831	459,688	1,221,977
Average expense \$	468,613	50,332	184,421	445,445	1,194,252
Average net profit (loss) \$	14,053	6,837	7,410	14,243	27,725
Businesses reporting a profit (No.)	951				
Average sales \$	489,627	57,819	191,937	454,297	1,254,454
Average expense \$	464,338	44,305	173,994	428,695	1,210,358
Average net profit \$	25,289	13,514	17,943	25,602	44,096
Businesses reporting a loss (No.)	358				
Average sales \$	460,562	55,473	191,600	476,921	1,118,254
Average expense \$	478,759	66,068	207,159	498,995	1,142,813
Average net loss \$	-18,197	-10,595	-15,559	-22,074	-24,559

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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S 51

# FOOD (SPECIALTY) STORES

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Food (Specialty) Stores (SIC 6012)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	4,104					
Low sales value (\$000's)	(1)	(1)	113	226	415	
High sales value (\$000's)	(1)	113	226	415		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	71.1	62.9	71.8	74.5	75.3	93.3	76.2	73.4	76.2	78.1	75.8
Occupancy expenses	6.3	9.0	6.3	5.4	4.4	98.3	6.4	9.6	6.3	5.4	4.4
Depreciation	1.3	1.5	1.4	1.4	1.1	76.5	1.8	2.8	1.9	1.6	1.2
Repairs & maintenance	0.8	1.1	0.8	0.7	0.6	84.9	1.0	1.5	1.0	0.8	0.7
Heat, light & telephone	1.8	2.6	1.9	1.5	1.1	93.9	1.9	3.0	2.0	1.5	1.2
Rent	2.3	3.9	2.2	1.7	1.5	53.1	4.4	8.4	4.7	3.2	2.3
Personnel expenses	7.4	10.0	5.8	5.8	8.0	80.2	9.2	16.6	7.9	6.6	8.1
Financial expenses	1.7	2.3	1.7	1.6	1.2	91.5	1.9	2.8	1.9	1.7	1.3
Interest & bank charges	1.3	1.7	1.3	1.3	0.9	75.4	1.7	2.7	1.9	1.5	1.1
Professional fees	0.4	0.7	0.4	0.4	0.3	78.5	0.6	1.0	0.6	0.4	0.4
Other expenses	10.5	14.1	10.3	8.8	8.9	99.6	10.6	14.4	10.3	8.8	8.9
Profit (loss)	2.9	1.6	4.1	3.9	2.1	98.9	3.0	1.7	4.1	3.9	2.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6012 - Specialty Food Stores

Businesses primarily engaged in retail dealing usually in one line of food. Included in this industry are those retail bakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them over-the-counter to final consumers. This industry includes bread and pastry shops, butcher shops, confectionery stores, dairy products stores, delicatessens, fish and sea food stores, fruit and vegetable stores, health food stores, ice cream stores, milk stores and specialty food stores (except take-out food services).

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Food (Specialty) Stores (SIC 6012)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,297				
Low sales value (\$000's)	(1)	(1)	212	450	755
High sales value (\$000's)	(1)	212	450	755	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	5	1	2	4	11
Inventory	-	-	-	-	-
Other current assets	57	19	41	56	109
Total current assets	61	20	43	60	120
Fixed assets	56	30	51	58	83
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	5	12	14	21
<b>Total assets</b>	<b>130</b>	<b>55</b>	<b>107</b>	<b>133</b>	<b>224</b>
<b>Liabilities and equity</b>					
Current loans	9	4	6	10	18
Other current liabilities	36	16	27	33	69
Total current liabilities	46	19	33	43	87
Mortgages payable	-	-	-	-	-
Long term debt	5	2	4	5	7
Other liabilities	47	28	44	52	66
<b>Total liabilities</b>	<b>97</b>	<b>49</b>	<b>80</b>	<b>100</b>	<b>160</b>
<b>Total equity</b>	<b>32</b>	<b>6</b>	<b>27</b>	<b>33</b>	<b>64</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Food (Specialty) Stores (SIC 6012)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,297				
Low sales value (\$000's)	(1)	(1)	212	450	755
High sales value (\$000's)	(1)	212	450	755	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.0	1.3	1.4	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.0	8.2	3.0	3.1	2.5
Interest coverage ratio (times)	1.8	...	1.6	1.9	2.4
Debt ratio (times)	0.8	0.9	0.7	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Food (Specialty) Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	633				
Low sales value (\$000's)	(1)	(1)	270	487	779
High sales value (\$000's)	(1)	270	487	779	11
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	2	5	7	16
Depreciation	10	5	10	12	13
Other	-2	-1	-3	-	-2
<b>Dividends</b>	-3	-3	-1	-2	-5
<b>Investment activities</b>					
Disposal of fixed assets	5	4	5	5	4
Purchase of fixed assets	-13	-14	-6	-12	-21
Increase in investment	-3	-3	-	-3	-3
Decrease in investment	1	-	2	1	2
<b>Financing activities</b>					
Increase in long term debt	9	11	2	8	15
Repayment of long term debt	-11	-7	-8	-14	-14
Loans from shareholders	4	1	3	5	7
Repayment of loans from shareholders	-6	-1	-6	-6	-9
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-1	-	-1
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	-8	1	2	-
<b>Cash &amp; equivalents-Beginning of the year</b>	8	18	4	1	10
<b>Cash &amp; equivalents - End of the year</b>	7	10	5	3	11

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Food (Specialty) Stores (SIC 6012)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	6,813	360,530	26,704	2,440	1,549
less than 20	6,594	195,254	14,474	2,408	1,623
20 - 99	178	76,192	5,888	29	22
100 - 499	29	40,663	3,072	2	2
500 and over	12	48,421	3,270	1	2
1987					
Total	10,756	649,308	47,353	2,953	...
less than 20	10,355	335,286	24,703	2,892	...
20 - 99	344	162,192	12,021	51	...
100 - 499	42	67,518	4,912	5	...
500 and over	15	84,312	5,717	5	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Food (Specialty) Stores (SIC 5012)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	2,779				
Average sales \$	245,539	43,903	112,103	216,995	609,154
Average expense \$	236,610	41,801	106,680	208,082	589,876
Average net profit (loss) \$	8,929	2,102	5,423	8,913	19,278
Businesses reporting a profit (No.)	2,326				
Average sales \$	246,644	44,603	112,770	218,924	610,279
Average expense \$	230,927	36,857	101,079	204,418	581,352
Average net profit \$	15,717	7,746	11,691	14,506	28,927
Businesses reporting a loss (No.)	453				
Average sales \$	242,353	42,922	110,431	210,970	605,087
Average expense \$	252,418	48,729	120,721	219,529	620,691
Average net loss \$	-10,065	-5,807	-10,290	-8,559	-15,604
<b>1986</b>					
Number of observations in sample	2,693				
Average sales \$	260,514	51,633	110,582	225,727	654,115
Average expense \$	253,066	49,712	106,606	217,501	638,445
Average net profit (loss) \$	7,448	1,921	3,976	8,226	15,670
Businesses reporting a profit (No.)	2,119				
Average sales \$	263,632	50,932	114,225	222,430	666,939
Average expense \$	248,404	42,182	102,524	206,895	642,014
Average net profit \$	15,228	8,750	11,701	15,535	24,925
Businesses reporting a loss (No.)	574				
Average sales \$	250,234	52,827	103,750	233,847	610,511
Average expense \$	261,679	62,520	114,262	243,625	628,308
Average net loss \$	-11,445	-9,693	-10,512	-9,778	-15,797
<b>1987</b>					
Number of observations in sample	4,411				
Average sales \$	323,018	66,974	165,814	312,869	746,414
Average expense \$	314,318	66,274	158,607	300,632	731,757
Average net profit (loss) \$	8,700	700	7,207	12,237	14,657
Businesses reporting a profit (No.)	3,423				
Average sales \$	323,509	71,498	165,948	314,211	742,380
Average expense \$	308,688	64,973	154,393	296,928	718,459
Average net profit \$	14,821	6,525	11,555	17,283	23,921
Businesses reporting a loss (No.)	988				
Average sales \$	323,176	60,605	165,251	306,731	760,115
Average expense \$	334,723	68,104	176,315	317,561	776,912
Average net loss \$	-11,547	-7,499	-11,064	-10,830	-16,797

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# (TAKE-OUT) FOODS SERVICES

CANADA

1987



SMALL BUSINESS OFFICE



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Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	332				
Low sales value (\$000's)	(1)	(1)	61	121	238
High sales value (\$000's)	(1)	61	121	238	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	40.4	44.2	40.3	39.8	37.4	91.6	44.1	51.4	44.9	42.5	38.5
Occupancy expenses	15.3	15.5	17.0	15.6	13.1	99.4	15.4	15.8	17.0	15.6	13.2
Depreciation	3.4	3.5	3.4	3.2	3.5	80.1	4.3	5.5	4.4	3.7	3.8
Repairs & maintenance	1.5	1.7	1.7	1.4	1.3	86.7	1.8	2.2	2.0	1.5	1.4
Heat, light & telephone	3.5	3.9	4.2	3.4	2.4	93.3	3.7	4.5	4.4	3.6	2.5
Rent	6.9	6.4	7.7	7.6	5.9	73.0	9.4	10.1	10.6	9.5	7.7
Personnel expenses	19.0	11.8	17.9	20.9	25.3	90.7	20.9	16.4	19.4	21.1	25.4
Financial expenses	3.1	3.3	3.0	2.9	3.0	92.7	3.3	3.9	3.3	3.0	3.1
Interest & bank charges	2.2	2.6	2.1	2.1	2.1	73.1	3.0	4.9	3.1	2.5	2.2
Professional fees	0.9	0.7	1.0	0.9	1.0	79.9	1.1	1.2	1.2	1.0	1.0
Other expenses	17.1	18.7	17.5	14.6	17.5	100.0	17.1	18.7	17.5	14.6	17.5
Profit (loss)	5.2	6.6	4.3	6.1	3.7	99.2	5.2	6.6	4.3	6.2	3.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9213 - Take-Out Food Services

Businesses primarily engaged in preparing and selling packaged or wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths and prepared food take-out services (except caterers and mobile food services).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Take-Out Food Services (SIC 9213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	382				
Low sales value (\$000's)	(1)	(1)	136	249	369
High sales value (\$000's)	(1)	136	249	369	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	2	-	3	1	4
Inventory	-	-	-	-	-
Other current assets	29	9	23	25	57
Total current assets	31	10	26	27	61
Fixed assets	79	28	46	74	167
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	31	10	36	29	50
<b>Total assets</b>	<b>142</b>	<b>48</b>	<b>108</b>	<b>129</b>	<b>278</b>
<b>Liabilities and equity</b>					
Current loans	10	2	6	18	14
Other current liabilities	37	11	30	38	66
Total current liabilities	47	13	36	56	80
Mortgages payable	-	-	-	-	-
Long term debt	13	1	8	13	30
Other liabilities	60	30	53	59	96
<b>Total liabilities</b>	<b>119</b>	<b>44</b>	<b>97</b>	<b>128</b>	<b>206</b>
<b>Total equity</b>	<b>22</b>	<b>3</b>	<b>12</b>	<b>2</b>	<b>71</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Take-Out Food Services (SIC 9213)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	382				
Low sales value (\$000's)	(1)	(1)	136	249	369
High sales value (\$000's)	(1)	136	249	369	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	0.7	0.7	0.5	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.4	12.9	8.4	71.9	2.9
Interest coverage ratio (times)	2.1	1.4	1.7	1.5	2.6
Debt ratio (times)	0.8	0.9	0.9	1.0	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	172				
Low sales value (\$000's)	(1)	(1)	172	267	375
High sales value (\$000's)	(1)	172	267	375	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	-5	2	-	27
Depreciation	14	11	7	16	23
Other	-	6	-6	4	-5
<b>Dividends</b>	-4	-	-1	-3	-13
<b>Investment activities</b>					
Disposal of fixed assets	5	-	6	2	10
Purchase of fixed assets	-20	-40	-4	-11	-25
Increase in investment	-6	-6	-4	-5	-9
Decrease in investment	2	-	8	-	-
<b>Financing activities</b>					
Increase in long term debt	20	42	5	8	26
Repayment of long term debt	-16	-20	-14	-11	-20
Loans from shareholders	10	16	9	5	9
Repayment of loans from shareholders	-10	-3	-5	-13	-17
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	1	-
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	2	3	-7	4
<b>Cash &amp; equivalents-Beginning of the year</b>	7	-8	6	7	23
<b>Cash &amp; equivalents - End of the year</b>	8	-6	9	1	28

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Take-Out Food Services (SIC 9213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	5,513	294,243	36,604	1,289	863
less than 20	5,218	157,817	19,590	1,257	822
20 - 99	266	66,419	8,199	30	36
100 - 499	25	28,760	3,613	2	4
500 and over	4	41,247	5,202	-	1
1987					
Total	8,535	477,788	52,757	2,582	...
less than 20	8,075	262,102	28,990	2,498	...
20 - 99	411	114,741	12,643	75	...
100 - 499	42	36,965	4,145	8	...
500 and over	7	63,980	6,979	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Take-Out Food Services (SIC 9213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,218				
Average sales \$	190,367	40,219	86,491	162,821	471,937
Average expense \$	179,715	39,343	82,567	154,155	442,794
Average net profit (loss) \$	10,652	876	3,924	8,666	29,143
Businesses reporting a profit (No.)	986				
Average sales \$	194,348	40,793	87,157	163,345	486,095
Average expense \$	175,813	34,677	76,942	145,109	446,523
Average net profit \$	18,535	6,116	10,215	18,236	39,572
Businesses reporting a loss (No.)	232				
Average sales \$	175,103	39,218	84,749	161,437	415,006
Average expense \$	187,646	47,467	97,277	178,036	427,802
Average net loss \$	-12,543	-8,249	-12,528	-16,599	-12,796
<b>1986</b>					
Number of observations in sample	1,737				
Average sales \$	183,216	43,378	82,768	146,213	460,506
Average expense \$	176,432	42,619	82,038	139,860	441,209
Average net profit (loss) \$	6,784	759	730	6,353	19,297
Businesses reporting a profit (No.)	1,336				
Average sales \$	192,123	43,017	85,609	148,717	491,150
Average expense \$	177,346	36,362	76,926	136,511	459,583
Average net profit \$	14,777	6,655	8,683	12,206	31,567
Businesses reporting a loss (No.)	401				
Average sales \$	156,793	43,783	78,624	137,769	366,997
Average expense \$	168,849	49,614	89,492	151,151	385,140
Average net loss \$	-12,056	-5,831	-10,868	-13,382	-18,143
<b>1987</b>					
Number of observations in sample	1,081				
Average sales \$	190,852	43,139	90,348	164,426	465,493
Average expense \$	182,514	40,048	86,285	154,095	449,626
Average net profit (loss) \$	8,338	3,091	4,063	10,331	15,867
Businesses reporting a profit (No.)	781				
Average sales \$	187,868	43,564	90,368	162,224	455,314
Average expense \$	171,389	36,305	80,157	145,850	423,244
Average net profit \$	16,479	7,259	10,211	16,374	32,070
Businesses reporting a loss (No.)	300				
Average sales \$	199,934	42,174	90,303	172,199	495,061
Average expense \$	214,298	48,537	99,189	183,206	526,258
Average net loss \$	-14,364	-6,363	-8,886	-11,007	-31,197

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

CA1  
IST 20  
-S 51

# HOUSEHOLD FURNITURE INDUSTRIES

## CANADA

### 1987



SMALL BUSINESS OFFICE



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Technology Canada

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Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Household Furniture Industries (SIC 261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	602					
Low sales value (\$000's)	(1)	(1)	59	154	395	
High sales value (\$000's)	(1)	59	154	395	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	39.7	32.4	42.6	40.2	43.4	91.8	43.3	42.0	44.2	42.8	43.8
Occupancy expenses	9.4	10.6	11.1	8.9	6.9	97.8	9.6	11.5	11.1	8.9	7.0
Depreciation	3.2	4.3	3.7	2.6	2.0	89.6	3.5	5.1	4.4	2.8	2.1
Repairs & maintenance	1.4	1.9	1.9	1.1	0.8	74.9	1.9	3.2	2.2	1.3	1.0
Heat, light & telephone	2.0	2.6	2.4	1.7	1.4	92.3	2.2	3.0	2.6	1.8	1.5
Rent	2.8	1.8	3.1	3.5	2.7	67.7	4.1	3.5	4.4	4.7	3.5
Personnel expenses	22.8	8.6	21.8	29.0	31.7	86.7	26.3	16.5	23.2	29.1	31.7
Financial expenses	3.0	3.1	4.1	2.3	2.4	96.9	3.1	3.3	4.2	2.4	2.5
Interest & bank charges	1.9	1.4	2.9	1.5	1.7	84.6	2.2	2.0	3.2	1.7	1.9
Professional fees	1.1	1.6	1.2	0.8	0.8	88.9	1.2	1.9	1.4	0.9	0.8
Other expenses	16.1	20.8	13.7	17.2	12.7	100.0	16.1	20.8	13.7	17.2	12.7
Profit (loss)	9.0	24.5	6.7	2.4	2.9	99.7	9.1	24.5	6.7	2.4	2.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 2610 - Household Furniture Industries

Businesses primarily engaged in manufacturing household furniture, of all kinds and of all materials.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Household Furniture Industries (SIC 261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	460				
Low sales value (\$000's)	(1)	(1)	158	321	769
High sales value (\$000's)	(1)	158	321	769	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	60	7	21	54	159
Inventory	-	-	-	-	-
Other current assets	105	18	38	111	252
Total current assets	166	25	60	165	411
Fixed assets	77	29	34	104	143
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	3	8	11	25
<b>Total assets</b>	<b>255</b>	<b>57</b>	<b>102</b>	<b>280</b>	<b>579</b>
<b>Liabilities and equity</b>					
Current loans	36	5	10	45	85
Other current liabilities	83	21	33	87	192
Total current liabilities	120	25	44	133	277
Mortgages payable	-	-	-	-	-
Long term debt	6	3	3	6	13
Other liabilities	75	24	35	101	142
<b>Total liabilities</b>	<b>201</b>	<b>52</b>	<b>81</b>	<b>240</b>	<b>432</b>
<b>Total equity</b>	<b>54</b>	<b>5</b>	<b>20</b>	<b>41</b>	<b>147</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Household Furniture Industries (SIC 261)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	460				
Low sales value (\$000's)	(1)	(1)	158	321	769
High sales value (\$000's)	(1)	158	321	769	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.0	1.4	1.2	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.8	10.1	4.0	5.9	2.9
Interest coverage ratio (times)	2.4	0.1	0.7	1.4	3.5
Debt ratio (times)	0.8	0.9	0.8	0.9	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Household Furniture Industries (SIC 261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	254				
Low sales value (\$000's)	(1)	(1)	180	348	773
High sales value (\$000's)	(1)	180	348	773	(1)
Average (\$000's)					
Operating activities					
Cash from operations	8	-8	4	-5	40
Depreciation	13	4	7	19	22
Other	-17	-1	-	-33	-32
Dividends	-6	-	-3	-3	-16
Investment activities					
Disposal of fixed assets	3	-	2	4	6
Purchase of fixed assets	-28	-15	-20	-29	-50
Increase in investment	-1	-	-	-1	-5
Decrease in investment	-	1	-	-	-
Financing activities					
Increase in long term debt	21	13	15	23	33
Repayment of long term debt	-12	-5	-7	-12	-22
Loans from shareholders	10	6	6	22	8
Repayment of loans from shareholders	-4	-1	-5	-5	-6
Advances & loans from government	-	-	-	1	-
Increase in equity	4	5	1	3	9
Decrease in equity	-1	-	-	-1	-3
Other	1	3	-	-	1
Increase(decrease) in cash & equivalents	-8	1	-	-18	-15
Cash & equivalents-Beginning of the year	-16	-	1	-12	-52
Cash & equivalents - End of the year	-24	1	1	-30	-66

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Household Furniture Industries (SIC 261)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,626	430,878	23,831	362	218
less than 20	1,344	78,204	4,295	342	203
20 - 99	208	135,666	7,504	16	10
100 - 499	66	157,725	8,858	4	3
500 and over	8	59,283	3,174	-	2
1987					
Total	1,987	613,535	32,184	404	...
less than 20	1,639	112,617	5,976	373	...
20 - 99	246	177,336	9,305	21	...
100 - 499	74	205,257	10,752	4	...
500 and over	28	118,325	6,151	6	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Household Furniture Industries (SIC 261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	577				
Average sales \$	279,907	39,786	85,328	189,711	804,804
Average expense \$	267,368	35,147	81,271	175,675	777,380
Average net profit (loss) \$	12,539	4,639	4,057	14,036	27,424
Businesses reporting a profit (No.)	465				
Average sales \$	282,421	39,730	89,131	188,667	812,156
Average expense \$	257,254	33,145	75,556	147,325	772,991
Average net profit \$	25,167	6,585	13,575	41,342	39,165
Businesses reporting a loss (No.)	112				
Average sales \$	270,214	40,254	78,812	192,171	769,618
Average expense \$	295,946	51,792	91,065	242,542	798,383
Average net loss \$	-25,732	-11,538	-12,253	-50,371	-28,765
<b>1986</b>					
Number of observations in sample	553				
Average sales \$	273,548	40,962	81,628	175,164	796,437
Average expense \$	262,321	34,736	78,543	171,805	764,201
Average net profit (loss) \$	11,227	6,226	3,085	3,359	32,236
Businesses reporting a profit (No.)	432				
Average sales \$	280,505	41,393	83,531	184,789	812,306
Average expense \$	258,776	33,783	73,586	167,375	760,360
Average net profit \$	21,729	7,610	9,945	17,414	51,946
Businesses reporting a loss (No.)	121				
Average sales \$	253,995	36,734	78,178	160,973	740,093
Average expense \$	271,946	44,081	87,527	178,335	777,840
Average net loss \$	-17,951	-7,347	-9,349	-17,362	-37,747
<b>1987</b>					
Number of observations in sample	652				
Average sales \$	330,536	42,437	96,410	253,889	929,408
Average expense \$	318,884	35,222	91,762	247,390	901,161
Average net profit (loss) \$	11,652	7,215	4,648	6,499	28,247
Businesses reporting a profit (No.)	475				
Average sales \$	333,832	42,648	93,307	247,245	952,128
Average expense \$	307,660	32,585	81,548	224,850	891,655
Average net profit \$	26,172	10,063	11,759	22,395	60,473
Businesses reporting a loss (No.)	177				
Average sales \$	318,644	41,145	105,676	269,917	857,838
Average expense \$	351,629	51,393	122,251	301,767	931,103
Average net loss \$	-32,985	-10,248	-16,575	-31,850	-73,265

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

FURNITURE, REFINISHING AND  
REPAIR SHOP

CANADA

1987



SMALL BUSINESS OFFICE



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Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	215					
Low sales value (\$000's)	(1)	(1)	42	67	128	
High sales value (\$000's)	(1)	42	67	128	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	26.6	16.1	28.1	30.9	31.0	82.4	32.3	29.9	30.9	33.4	33.9
Occupancy expenses	10.9	13.1	10.3	11.1	9.1	99.9	10.9	13.1	10.3	11.1	9.1
Depreciation	2.9	5.0	2.5	2.3	1.7	87.4	3.3	7.2	2.5	2.5	1.9
Repairs & maintenance	1.3	1.4	1.6	1.1	0.9	60.2	2.1	3.9	2.3	1.7	1.4
Heat, light & telephone	3.0	3.1	3.4	2.9	2.6	91.6	3.3	3.6	3.8	3.2	2.6
Rent	3.7	3.6	2.8	4.8	3.8	54.9	6.8	10.0	6.4	7.2	5.2
Personnel expenses	19.5	4.2	12.6	25.5	35.4	76.9	25.4	9.7	18.5	26.5	35.5
Financial expenses	3.4	6.7	2.6	2.3	2.2	95.4	3.6	6.9	3.0	2.3	2.2
Interest & bank charges	2.7	6.2	1.8	1.4	1.4	79.5	3.4	7.4	2.5	1.8	1.6
Professional fees	0.8	0.5	0.8	0.9	0.8	73.4	1.0	1.1	1.2	1.1	0.9
Other expenses	20.1	29.7	17.5	15.8	17.6	100.0	20.1	29.7	17.5	15.8	17.6
Profit (loss)	19.5	30.2	28.9	14.3	4.7	99.9	19.5	30.2	28.9	14.3	4.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6213 - Furniture Refinishing and Repair Shops

Businesses primarily engaged in the repair and refinishing of furniture such as retail antique furniture repair, retail furniture reupholstering, furniture refinishing and repair shops, furniture repair, furniture paint and varnish stripping and polishing of furniture.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Furniture, Refinishing and Repair Shop (SIC 6213)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	108				
Low sales value (\$000's)	(1)	(1)	106	155	248
High sales value (\$000's)	(1)	106	155	248	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	14	2	6	10	37
Inventory	-	-	-	-	-
Other current assets	31	11	17	27	67
Total current assets	45	13	23	36	104
Fixed assets	28	11	16	31	54
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	4	1	6	3	5
<b>Total assets</b>	<b>77</b>	<b>24</b>	<b>45</b>	<b>70</b>	<b>162</b>
<b>Liabilities and equity</b>					
Current loans	7	2	3	5	18
Other current liabilities	28	12	18	22	59
Total current liabilities	36	14	21	28	77
Mortgages payable	-	-	-	-	-
Long term debt	1	1	1	-	1
Other liabilities	24	9	19	21	45
<b>Total liabilities</b>	<b>60</b>	<b>24</b>	<b>41</b>	<b>48</b>	<b>123</b>
<b>Total equity</b>	<b>17</b>	<b>1</b>	<b>4</b>	<b>22</b>	<b>39</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Furniture, Refinishing and Repair Shop (SIC 6213)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	108				
Low sales value (\$000's)	(1)	(1)	106	155	248
High sales value (\$000's)	(1)	106	155	248	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	0.9	1.1	1.3	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.6	44.9	10.0	2.2	3.2
Interest coverage ratio (times)	3.6	3.6	3.3	3.8	3.7
Debt ratio (times)	0.8	1.0	0.9	0.7	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39	-	-	-	-
Low sales value (\$000's)	(1)	(1)	109	165	230
High sales value (\$000's)	(1)	109	165	230	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	4	10	2	-9	16
Depreciation	6	3	6	5	9
Other	-6	-2	1	-12	-10
<b>Dividends</b>	-3	-9	-	-1	-5
<b>Investment activities</b>					
Disposal of fixed assets	3	3	-	8	3
Purchase of fixed assets	-10	-7	-2	-12	-21
Increase in investment	-2	-	-	-6	-1
Decrease in investment	-	-	-	1	-
<b>Financing activities</b>					
Increase in long term debt	6	-	1	9	13
Repayment of long term debt	-5	-1	-2	-6	-10
Loans from shareholders	2	5	1	-	3
Repayment of loans from shareholders	-3	-2	-4	-2	-2
Advances & loans from government	-	-	-	-	1
Increase in equity	2	-	-	6	-
Decrease in equity	-1	-	-	-4	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-6	-1	3	-23	-5
Cash & equivalents-Beginning of the year	9	11	6	13	5
Cash & equivalents - End of the year	2	10	9	-10	-

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,419	59,339	3,263	271	139
less than 20	1,405	46,744	2,595	271	138
20 - 99	8	2,475	135	-	1
100 - 499	-	-	-	-	-
500 and over	6	10,120	533	-	-
1987					
Total	1,493	72,897	3,962	246	...
less than 20	1,473	58,558	3,215	245	...
20 - 99	18	X	466	1	...
100 - 499	2	X	281	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Furniture, Refinishing and Repair Shop (SIC 6213)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	254				
Average sales \$	89,261	29,951	46,147	79,977	200,968
Average expense \$	80,151	23,344	35,629	69,102	192,530
Average net profit (loss) \$	9,110	6,607	10,518	10,875	8,438
Businesses reporting a profit (No.)	224				
Average sales \$	79,003	30,021	45,706	79,020	161,265
Average expense \$	65,985	21,255	33,997	62,995	145,691
Average net profit \$	13,018	8,766	11,709	16,025	15,574
Businesses reporting a loss (No.)	30				
Average sales \$	122,777	29,565	51,511	83,113	326,920
Average expense \$	130,139	34,859	55,475	89,107	341,116
Average net loss \$	-7,362	-5,294	-3,964	-5,994	-14,196
<b>1986</b>					
Number of observations in sample	180				
Average sales \$	100,429	31,145	48,384	72,929	249,257
Average expense \$	86,050	18,653	37,832	57,186	230,528
Average net profit (loss) \$	14,379	12,492	10,552	15,743	18,729
Businesses reporting a profit (No.)	166				
Average sales \$	101,052	31,569	48,384	72,641	251,615
Average expense \$	84,600	17,738	37,421	56,589	226,653
Average net profit \$	16,452	13,831	10,963	16,052	24,962
Businesses reporting a loss (No.)	14				
Average sales \$	101,213	25,611	48,386	90,261	240,595
Average expense \$	107,147	30,610	60,064	93,151	244,764
Average net loss \$	-5,934	-4,999	-11,678	-2,890	-4,169
<b>1987</b>					
Number of observations in sample	222				
Average sales \$	117,318	31,947	52,846	94,652	289,828
Average expense \$	104,397	22,791	37,277	81,416	276,105
Average net profit (loss) \$	12,921	9,156	15,569	13,236	13,723
Businesses reporting a profit (No.)	183				
Average sales \$	119,708	32,022	53,001	92,635	301,173
Average expense \$	102,786	21,797	36,193	77,218	275,937
Average net profit \$	16,922	10,225	16,808	15,417	25,236
Businesses reporting a loss (No.)	39				
Average sales \$	113,299	30,835	50,727	110,903	260,731
Average expense \$	120,333	37,498	52,071	115,229	276,534
Average net loss \$	-7,034	-6,663	-1,344	-4,326	-15,803

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
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# (HOUSEHOLD) FURNITURE STORES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Household Furniture Stores (SIC 621)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	930					
Low sales value (\$000's)	(1)	(1)	66	181	532	
High sales value (\$000's)	(1)	66	181	532	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.4	25.5	41.0	54.7	64.3	90.4	51.3	33.7	44.2	57.7	65.1
Occupancy expenses	8.9	12.1	10.1	7.8	5.4	99.5	8.9	12.3	10.2	7.8	5.4
Depreciation	1.9	3.8	1.8	1.3	0.9	89.5	2.2	4.5	2.0	1.4	0.9
Repairs & maintenance	0.9	1.5	1.0	0.7	0.6	67.5	1.4	2.8	1.5	0.9	0.7
Heat, light & telephone	2.2	3.2	2.8	1.8	1.1	94.6	2.4	3.7	2.9	1.8	1.2
Rent	3.8	3.7	4.5	4.0	2.8	67.9	5.5	8.2	6.6	5.2	3.5
Personnel expenses	14.7	7.5	21.4	17.3	12.4	85.7	17.1	13.5	23.0	18.3	12.5
Financial expenses	2.7	4.5	2.5	2.0	1.7	96.8	2.8	4.8	2.6	2.0	1.7
Interest & bank charges	2.0	3.7	1.6	1.3	1.3	80.9	2.4	4.9	2.0	1.6	1.5
Professional fees	0.7	0.8	1.0	0.7	0.4	84.1	0.8	1.2	1.1	0.7	0.4
Other expenses	17.5	24.3	17.3	15.1	13.3	100.0	17.5	24.3	17.3	15.1	13.3
Profit (loss)	9.9	26.1	7.7	3.1	2.9	99.4	10.0	26.1	7.8	3.1	2.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6210 - Household Furniture Stores

Businesses primarily engaged in retail dealing in household furniture. Businesses primarily engaged in furniture refinishing and repair are included in this industry group.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Household Furniture Stores (SIC 621)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	706				
Low sales value (\$000's)	(1)	(1)	178	389	808
High sales value (\$000's)	(1)	178	389	808	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	32	4	15	30	78
Inventory	-	-	-	-	-
Other current assets	159	25	83	181	346
Total current assets	191	29	98	211	424
Fixed assets	49	19	31	48	97
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	7	9	16	19
<b>Total assets</b>	<b>252</b>	<b>54</b>	<b>138</b>	<b>275</b>	<b>540</b>
<b>Liabilities and equity</b>					
Current loans	26	5	17	34	49
Other current liabilities	86	19	40	88	198
Total current liabilities	112	23	56	122	247
Mortgages payable	-	-	-	-	-
Long term debt	4	-	5	2	9
Other liabilities	60	23	42	79	96
<b>Total liabilities</b>	<b>177</b>	<b>46</b>	<b>104</b>	<b>204</b>	<b>352</b>
<b>Total equity</b>	<b>75</b>	<b>8</b>	<b>34</b>	<b>71</b>	<b>188</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Household Furniture Stores (SIC 621)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	706				
Low sales value (\$000's)	(1)	(1)	178	389	808
High sales value (\$000's)	(1)	178	389	808	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.3	1.7	1.7	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	5.6	3.1	2.9	1.9
Interest coverage ratio (times)	2.9	0.2	2.2	2.5	3.6
Debt ratio (times)	0.7	0.8	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Household Furniture Stores (SIC 621)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	422				
Low sales value (\$000's)	(1)	(1)	191	407	826
High sales value (\$000's)	(1)	191	407	826	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	16	-3	4	17	45
Depreciation	7	4	4	7	12
Other	-13	-1	-18	-10	-21
<b>Dividends</b>	-3	-2	-1	-5	-5
<b>Investment activities</b>					
Disposal of fixed assets	7	12	4	5	6
Purchase of fixed assets	-17	-5	-12	-13	-36
Increase in investment	-3	-1	-1	-4	-6
Decrease in investment	1	-	1	1	1
<b>Financing activities</b>					
Increase in long term debt	12	3	8	7	29
Repayment of long term debt	-7	-6	-2	-6	-16
Loans from shareholders	7	3	3	12	11
Repayment of loans from shareholders	-8	-9	-4	-12	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	3	1	9	1	1
Decrease in equity	-1	-	-2	-	-2
Other	-	-	-	-1	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-1	-4	-6	-1	10
<b>Cash &amp; equivalents—Beginning of the year</b>	-3	6	4	-1	-21
<b>Cash &amp; equivalents — End of the year</b>	-4	1	-2	-2	-11

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Household Furniture Stores (SIC 621)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,277	383,361	24,785	719	397
less than 20	4,048	202,408	12,892	697	383
20 - 99	184	81,072	5,390	17	11
100 - 499	25	41,276	2,752	5	3
500 and over	20	58,605	3,751	-	-
1987					
Total	4,566	527,122	30,895	659	...
less than 20	4,288	256,351	14,980	647	...
20 - 99	228	130,017	7,649	12	...
100 - 499	38	74,645	4,391	-	...
500 and over	12	66,109	3,875	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Household Furniture Stores (SIC 621)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	742				
Average sales \$	362,824	40,187	103,346	309,658	998,103
Average expense \$	348,825	34,433	95,633	302,265	962,970
Average net profit (loss) \$	13,999	5,754	7,713	7,393	35,133
Businesses reporting a profit (No.)	623				
Average sales \$	363,875	39,799	99,103	300,387	1,016,209
Average expense \$	339,922	29,247	84,596	282,851	962,993
Average net profit \$	23,953	10,552	14,507	17,536	53,216
Businesses reporting a loss (No.)	119				
Average sales \$	351,483	41,909	112,756	332,539	918,726
Average expense \$	372,659	57,469	120,115	350,179	962,972
Average net loss \$	-21,176	-15,560	-7,359	-17,640	-44,146
<b>1986</b>					
Number of observations in sample	548				
Average sales \$	371,715	37,548	87,593	309,562	1,052,158
Average expense \$	357,690	27,572	75,383	296,457	1,031,347
Average net profit (loss) \$	14,025	9,976	12,210	13,105	20,811
Businesses reporting a profit (No.)	449				
Average sales \$	364,300	38,243	84,855	302,487	1,031,613
Average expense \$	342,102	25,043	68,627	282,465	992,272
Average net profit \$	22,198	13,200	16,228	20,022	39,341
Businesses reporting a loss (No.)	99				
Average sales \$	396,680	32,818	110,281	329,847	1,113,772
Average expense \$	415,312	44,790	131,355	336,572	1,148,532
Average net loss \$	-18,632	-11,972	-21,074	-6,725	-34,760
<b>1987</b>					
Number of observations in sample	1,044				
Average sales \$	367,915	42,374	115,855	317,768	995,662
Average expense \$	353,249	31,125	107,863	309,238	964,768
Average net profit (loss) \$	14,666	11,249	7,992	8,530	30,894
Businesses reporting a profit (No.)	805				
Average sales \$	372,641	42,338	110,974	326,237	1,011,013
Average expense \$	348,495	28,628	97,110	304,327	963,913
Average net profit \$	24,146	13,710	13,864	21,910	47,100
Businesses reporting a loss (No.)	235				
Average sales \$	352,661	42,615	133,460	297,269	937,300
Average expense \$	370,957	48,042	146,647	321,123	968,014
Average net loss \$	-18,296	-5,427	-13,187	-23,854	-30,714

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









CA1  
IST 20  
-S 51

# GARAGES (GENERAL REPAIRS)

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Garages (General Repairs) (SIC 6351)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,087					
Low sales value (\$000's)	(1)	(1)	56	117	220	
High sales value (\$000's)	(1)	56	117	220	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	42.3	35.3	40.1	42.7	51.1	88.1	48.0	47.6	46.7	45.0	52.5
Occupancy expenses	10.5	13.2	12.0	10.0	6.7	99.2	10.5	13.5	12.1	10.0	6.7
Depreciation	3.2	5.1	3.5	2.4	1.7	84.4	3.8	7.2	4.2	2.7	1.8
Repairs & maintenance	1.1	1.0	1.3	1.1	0.9	68.9	1.6	1.9	1.9	1.5	1.1
Heat, light & telephone	2.4	3.3	2.8	2.1	1.5	92.7	2.6	4.0	3.0	2.2	1.6
Rent	3.8	3.9	4.4	4.4	2.5	57.5	6.6	8.5	7.4	7.5	3.8
Personnel expenses	16.3	8.5	13.0	20.9	23.0	81.8	20.0	15.1	16.6	22.3	23.3
Financial expenses	2.7	3.5	3.1	2.4	1.9	91.9	3.0	4.3	3.4	2.5	1.9
Interest & bank charges	1.9	2.7	2.3	1.6	1.2	75.6	2.6	4.5	3.0	2.0	1.4
Professional fees	0.8	0.8	0.8	0.8	0.6	80.6	1.0	1.3	1.1	0.9	0.7
Other expenses	18.2	24.2	19.4	16.3	13.0	100.0	18.2	24.2	19.4	16.3	13.1
Profit (loss)	9.9	15.3	12.5	7.6	4.3	99.2	10.0	15.3	12.5	7.8	4.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6351 - Garages (General Repairs)

Businesses primarily engaged in general mechanical and electrical repairs to motor vehicles. Garages may be secondarily engaged in selling gasoline and lubricating motor vehicles. These businesses include motor vehicle general repairs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Garages (General Repairs) (SIC 6351)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	515				
Low sales value (\$000's)	(1)	(1)	132	220	399
High sales value (\$000's)	(1)	132	220	399	1
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	18	4	9	18	42
Inventory	-	-	-	-	-
Other current assets	44	16	22	39	99
Total current assets	62	20	30	57	141
Fixed assets	48	21	27	51	91
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	4	3	6	28
<b>Total assets</b>	<b>120</b>	<b>44</b>	<b>60</b>	<b>115</b>	<b>259</b>
<b>Liabilities and equity</b>					
Current loans	8	2	6	9	16
Other current liabilities	38	14	25	35	76
Total current liabilities	46	16	31	44	92
Mortgages payable	-	-	-	-	-
Long term debt	3	-	2	2	5
Other liabilities	39	18	22	38	75
<b>Total liabilities</b>	<b>87</b>	<b>35</b>	<b>55</b>	<b>84</b>	<b>172</b>
<b>Total equity</b>	<b>33</b>	<b>9</b>	<b>4</b>	<b>31</b>	<b>87</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Garages (General Repairs) (SIC 6351)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	515				
Low sales value (\$000's)	(1)	(1)	132	220	399
High sales value (\$000's)	(1)	132	220	399	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.2	1.0	1.3	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	3.8	13.3	2.7	2.0
Interest coverage ratio (times)	3.0	1.5	2.0	2.8	3.6
Debt ratio (times)	0.7	0.8	0.9	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Garages (General Repairs) (SIC 6351)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	261				
Low sales value (\$000's)	(1)	(1)	148	227	405
High sales value (\$000's)	(1)	148	227	405	11
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	5	3	9	21
Depreciation	7	3	5	7	13
Other	-2	-	-	1	-8
<b>Dividends</b>	-4	-4	-3	-6	-3
<b>Investment activities</b>					
Disposal of fixed assets	2	3	-	1	4
Purchase of fixed assets	-10	-3	-5	-8	-24
Increase in investment	-1	-	-	-	-4
Decrease in investment	1	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	5	2	1	4	13
Repayment of long term debt	-6	-3	-1	-9	-12
Loans from shareholders	7	5	3	9	10
Repayment of loans from shareholders	-7	-7	-8	-7	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	2	-4	1	3
<b>Cash &amp; equivalents-Beginning of the year</b>	7	6	5	7	11
<b>Cash &amp; equivalents - End of the year</b>	8	8	1	9	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Garages (General Repairs) (SIC 6351)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	8,837	394,364	24,183	1,518	896
less than 20	8,758	354,593	21,845	1,510	891
20 - 99	76	36,899	2,206	8	4
100 - 499	3	2,872	132	-	1
500 and over	-	-	-	-	-
1987					
Total	9,313	516,554	27,617	1,344	...
less than 20	9,220	458,260	24,565	1,335	...
20 - 99	88	51,445	2,710	9	...
100 - 499	5	6,849	342	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Garages (General Repairs) (SIC 6351)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,656				
Average sales \$	186,624	40,904	83,226	150,221	472,145
Average expense \$	175,949	33,703	72,850	146,166	451,077
Average net profit (loss) \$	10,675	7,201	10,376	4,055	21,068
Businesses reporting a profit (No.)	1,497				
Average sales \$	187,387	40,844	83,612	147,768	477,324
Average expense \$	170,009	31,721	70,126	129,455	448,732
Average net profit \$	17,378	9,123	13,486	18,313	28,592
Businesses reporting a loss (No.)	159				
Average sales \$	183,174	41,259	80,988	161,188	449,259
Average expense \$	204,065	45,303	88,644	220,874	461,440
Average net loss \$	-20,891	-4,044	-7,656	-59,686	-12,181
<b>1986</b>					
Number of observations in sample	1,226				
Average sales \$	181,679	40,944	82,358	157,086	446,329
Average expense \$	169,895	34,177	73,721	143,276	428,407
Average net profit (loss) \$	11,784	6,767	8,637	13,810	17,922
Businesses reporting a profit (No.)	1,061				
Average sales \$	183,930	40,783	82,437	157,367	455,131
Average expense \$	167,847	31,369	70,156	138,917	430,944
Average net profit \$	16,083	9,414	12,281	18,450	24,187
Businesses reporting a loss (No.)	165				
Average sales \$	171,993	41,548	82,068	155,926	408,429
Average expense \$	177,581	44,686	86,834	161,319	417,484
Average net loss \$	-5,588	-3,138	-4,766	-5,393	-9,055
<b>1987</b>					
Number of observations in sample	1,215				
Average sales \$	192,038	40,474	83,064	160,192	484,423
Average expense \$	180,661	34,491	73,291	148,680	466,181
Average net profit (loss) \$	11,377	5,983	9,773	11,512	18,242
Businesses reporting a profit (No.)	969				
Average sales \$	192,382	41,050	82,353	159,625	486,498
Average expense \$	176,052	32,321	69,345	143,340	459,200
Average net profit \$	16,330	8,729	13,008	16,285	27,298
Businesses reporting a loss (No.)	246				
Average sales \$	190,991	38,073	86,894	162,293	476,704
Average expense \$	199,674	43,533	94,544	168,469	492,150
Average net loss \$	-8,683	-5,460	-7,650	-6,176	-15,446

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
IST 20  
-S 51

# GASOLINE SERVICE STATIONS

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
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Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	3,229					
Low sales value (\$000's)	(1)	(1)	178	444	852	
High sales value (\$000's)	(1)	178	444	852	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	65.5	44.3	69.3	73.3	75.0	92.1	71.1	53.6	74.0	76.6	77.7
Occupancy expenses	4.6	7.9	4.6	3.2	2.7	99.0	4.6	8.1	4.6	3.2	2.7
Depreciation	1.1	1.8	1.2	0.9	0.6	80.6	1.4	3.1	1.5	0.9	0.7
Repairs & maintenance	0.7	1.2	0.7	0.5	0.4	81.7	0.9	1.6	0.9	0.6	0.4
Heat, light & telephone	1.5	3.0	1.3	0.9	0.7	95.8	1.5	3.3	1.4	0.9	0.7
Rent	1.3	1.9	1.3	0.9	1.0	55.9	2.3	4.3	2.6	1.6	1.4
Personnel expenses	12.1	20.5	11.1	8.9	7.9	95.1	12.7	23.5	11.7	9.0	7.9
Financial expenses	1.4	2.4	1.5	1.1	0.8	96.1	1.5	2.6	1.6	1.1	0.8
Interest & bank charges	1.0	1.6	1.1	0.7	0.5	78.9	1.3	2.5	1.3	0.9	0.6
Professional fees	0.4	0.8	0.4	0.3	0.2	85.3	0.5	1.0	0.5	0.4	0.2
Other expenses	13.1	17.7	11.0	11.7	12.0	100.0	13.1	17.7	11.0	11.7	12.0
Profit (loss)	3.3	7.1	2.6	1.9	1.7	98.6	3.4	7.3	2.6	1.9	1.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6331 - Gasoline Service Stations

Businesses primarily engaged in retail dealing in gasoline, lubricating oils and greases. Included in this industry are firms primarily engaged in lubricating motor vehicles. This industry group includes firms described as: retail diesel fuel, filling stations, gas bars, gasoline service stations, retail gasoline, motor vehicles lubrication services and self-serve gasoline stations.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Gasoline Service Stations (SIC 6331)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,473				
Low sales value (\$000's)	(1)	(1)	357	684	1,031
High sales value (\$000's)	(1)	357	684	1,031	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	13	5	13	14	19
Inventory	-	-	-	-	-
Other current assets	56	30	48	61	83
Total current assets	69	35	61	76	102
Fixed assets	65	39	73	64	85
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	6	7	8	13
<b>Total assets</b>	<b>142</b>	<b>80</b>	<b>142</b>	<b>148</b>	<b>200</b>
<b>Liabilities and equity</b>					
Current loans	8	5	8	8	12
Other current liabilities	37	18	37	40	55
Total current liabilities	46	22	45	48	67
Mortgages payable	-	-	-	-	-
Long term debt	4	3	3	4	6
Other liabilities	53	34	60	57	61
<b>Total liabilities</b>	<b>102</b>	<b>59</b>	<b>108</b>	<b>109</b>	<b>133</b>
<b>Total equity</b>	<b>40</b>	<b>21</b>	<b>34</b>	<b>39</b>	<b>67</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Gasoline Service Stations (SIC 6331)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,473				
Low sales value (\$000's)	(1)	(1)	357	684	1,031
High sales value (\$000's)	(1)	357	684	1,031	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	1.6	1.4	1.6	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	2.8	3.2	2.8	2.0
Interest coverage ratio (times)	2.3	0.5	1.2	2.5	3.8
Debt ratio (times)	0.7	0.7	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	720				
Low sales value (\$000's)	(1)	(1)	398	697	1,057
High sales value (\$000's)	(1)	398	697	1,057	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	2	6	13	20
Depreciation	8	5	7	8	13
Other	-5	-15	-3	-4	1
<b>Dividends</b>	-3	-1	-2	-4	-5
<b>Investment activities</b>					
Disposal of fixed assets	6	8	3	5	5
Purchase of fixed assets	-15	-7	-9	-13	-30
Increase in investment	-2	-1	-2	-1	-3
Decrease in investment	1	1	2	-	1
<b>Financing activities</b>					
Increase in long term debt	10	5	7	10	17
Repayment of long term debt	-11	-11	-10	-8	-14
Loans from shareholders	9	20	3	5	8
Repayment of loans from shareholders	-5	-4	-4	-5	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	1
Decrease in equity	-	-	-	-1	-1
Other	-	-	-	-	-
Increase(decrease) in cash & equivalents	3	2	-1	5	7
Cash & equivalents-Beginning of the year	10	5	8	16	12
Cash & equivalents - End of the year	13	7	7	21	19

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	12,089	753,519	67,375	1,696	1,174
less than 20	11,816	566,927	50,717	1,666	1,151
20 - 99	225	68,126	6,225	20	18
100 - 499	20	18,165	1,644	9	4
500 and over	28	100,301	8,789	1	1
1987					
Total	12,768	930,302	76,811	2,075	...
less than 20	12,361	669,710	55,319	2,018	...
20 - 99	350	115,928	9,567	48	...
100 - 499	36	50,002	4,085	9	...
500 and over	21	94,662	7,840	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	5,955				
Average sales \$	589,999	100,590	340,335	650,903	1,268,166
Average expense \$	577,771	90,249	331,010	639,227	1,250,599
Average net profit (loss) \$	12,228	10,341	9,325	11,676	17,567
Businesses reporting a profit (No.)	5,099				
Average sales \$	587,477	99,929	337,225	653,654	1,259,100
Average expense \$	569,303	85,373	321,896	635,452	1,234,492
Average net profit \$	18,174	14,556	15,329	18,202	24,608
Businesses reporting a loss (No.)	856				
Average sales \$	602,573	103,549	351,607	641,897	1,313,240
Average expense \$	614,592	112,062	364,048	651,584	1,330,675
Average net loss \$	-12,019	-8,513	-12,441	-9,687	-17,435
<b>1986</b>					
Number of observations in sample	4,875				
Average sales \$	545,047	66,174	262,121	602,364	1,249,528
Average expense \$	533,899	57,266	252,557	591,741	1,234,032
Average net profit (loss) \$	11,148	8,908	9,564	10,623	15,496
Businesses reporting a profit (No.)	4,095				
Average sales \$	545,765	67,201	262,435	598,460	1,254,962
Average expense \$	527,830	54,643	246,815	580,503	1,229,357
Average net profit \$	17,935	12,558	15,620	17,957	25,605
Businesses reporting a loss (No.)	780				
Average sales \$	542,255	61,414	261,062	613,537	1,233,008
Average expense \$	553,371	69,412	271,920	623,908	1,248,245
Average net loss \$	-11,116	-7,998	-10,858	-10,371	-15,237
<b>1987</b>					
Number of observations in sample	3,730				
Average sales \$	558,706	102,311	309,596	634,417	1,188,498
Average expense \$	546,680	95,380	300,798	622,960	1,167,580
Average net profit (loss) \$	12,026	6,931	8,798	11,457	20,918
Businesses reporting a profit (No.)	2,927				
Average sales \$	561,539	102,378	312,641	636,885	1,194,250
Average expense \$	541,747	88,745	296,051	616,564	1,165,627
Average net profit \$	19,792	13,633	16,590	20,321	28,623
Businesses reporting a loss (No.)	803				
Average sales \$	548,655	102,110	302,120	627,019	1,163,371
Average expense \$	561,519	115,377	312,451	642,136	1,176,113
Average net loss \$	-12,864	-13,267	-10,331	-15,117	-12,742

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CAT 1  
IST 20  
-S 51

General  
Stores

# GENERAL STORES

//

## CANADA

### 1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, General Stores (SIC 6412)

Canada, General Stores (375-775)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	631				
Low sales value (\$000's)	(1)	(1)	104	247	445
High sales value (\$000's)	(1)	104	247	445	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	74.9	77.1	73.1	77.3	72.1	95.8	78.2	79.4	79.1	79.8	74.7
Occupancy expenses	5.6	10.0	5.3	3.8	3.3	99.5	5.6	10.1	5.3	3.8	3.3
Depreciation	1.8	3.5	1.4	1.2	1.0	82.0	2.2	5.1	1.8	1.5	1.1
Repairs & maintenance	1.1	2.5	0.6	0.7	0.6	88.5	1.2	2.9	0.7	0.8	0.6
Heat, light & telephone	2.0	3.2	2.1	1.4	1.2	97.6	2.0	3.3	2.1	1.4	1.2
Rent	0.7	0.8	1.1	0.5	0.4	31.3	2.3	2.4	4.2	1.8	1.2
Personnel expenses	5.7	3.5	4.8	6.0	8.4	84.3	6.7	5.8	6.0	6.1	8.5
Financial expenses	1.8	2.2	2.1	1.6	1.4	94.0	1.9	2.7	2.2	1.7	1.4
Interest & bank charges	1.5	1.7	1.7	1.4	1.1	80.2	1.8	2.7	2.1	1.7	1.1
Professional fees	0.4	0.5	0.4	0.3	0.3	79.6	0.5	0.9	0.4	0.3	0.3
Other expenses	11.0	10.6	11.9	9.0	12.5	99.7	11.0	10.8	11.9	9.0	12.5
Profit (loss)	1.1	-3.4	2.9	2.3	2.3	99.8	1.1	-3.4	2.9	2.3	2.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6412 - General Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis, the most important of which is food. Other merchandise sold usually includes ready-to-wear apparel, toiletries, cosmetics, hardware, farm supplies and housewares. Businesses may be described as: country general stores and general stores.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	352	571	919
High sales value (\$000's)	(1)	352	571	919	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	19	4	11	17	45
Inventory	-	-	-	-	-
Other current assets	134	68	88	147	233
Total current assets	153	72	99	164	278
Fixed assets	73	71	35	67	120
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	13	2	6	16	26
<b>Total assets</b>	<b>239</b>	<b>145</b>	<b>140</b>	<b>247</b>	<b>424</b>
<b>Liabilities and equity</b>					
Current loans	21	9	12	23	40
Other current liabilities	55	35	28	53	102
Total current liabilities	76	44	40	76	143
Mortgages payable	-	-	-	-	-
Long term debt	6	3	7	4	8
Other liabilities	78	74	33	81	126
<b>Total liabilities</b>	<b>160</b>	<b>121</b>	<b>80</b>	<b>161</b>	<b>277</b>
<b>Total equity</b>	<b>80</b>	<b>24</b>	<b>61</b>	<b>86</b>	<b>147</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, General Stores (SIC 6412)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	352	571	919
High sales value (\$000's)	(1)	352	571	919	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.0	1.6	2.5	2.2	1.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.0	5.1	1.3	1.9	1.9
Interest coverage ratio (times)	2.1	..	2.0	2.5	2.8
Debt ratio (times)	0.7	0.8	0.6	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, General Stores (SIC 6412)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	105				
Low sales value (\$000's)	(1)	(1)	402	645	924
High sales value (\$000's)	(1)	402	645	924	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	14	4	5	18	27
Depreciation	8	6	7	9	12
Other	-5	-2	2	-3	-18
<b>Dividends</b>	-1	-	-	-1	-2
<b>Investment activities</b>					
Disposal of fixed assets	1	1	2	1	1
Purchase of fixed assets	-12	-3	-7	-23	-16
Increase in investment	-1	-	-1	-2	-2
Decrease in investment	-	-	-	1	1
<b>Financing activities</b>					
Increase in long term debt	10	1	3	24	10
Repayment of long term debt	-12	-3	-12	-14	-17
Loans from shareholders	4	1	3	7	5
Repayment of loans from shareholders	-7	-12	-3	-11	-4
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-1	-1	-2	-	-2
Other	-	-	-	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-7	-3	5	-2
<b>Cash &amp; equivalents-Beginning of the year</b>	2	10	-4	-8	11
<b>Cash &amp; equivalents - End of the year</b>	-	2	-7	-3	9

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,605	2,980,311	259,983	636	405
less than 20	4,245	135,522	12,189	616	393
20 - 99	180	75,997	6,860	13	6
100 - 499	60	97,238	8,612	3	-
500 and over	120	2,671,554	232,322	4	6
1987					
Total	4,645	3,169,795	256,568	703	...
less than 20	4,275	155,694	12,907	681	...
20 - 99	194	86,398	7,178	13	...
100 - 499	56	101,974	8,263	5	...
500 and over	120	2,825,729	228,220	4	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, General Stores (SIC 5412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	748				
Average sales \$	321,192	66,254	154,912	308,371	755,229
Average expense \$	310,657	63,614	149,829	294,123	735,063
Average net profit (loss) \$	10,535	2,640	5,083	14,248	20,166
Businesses reporting a profit (No.)	631				
Average sales \$	320,785	66,706	160,200	308,318	747,915
Average expense \$	306,456	60,256	150,498	292,851	722,218
Average net profit \$	14,329	6,450	9,702	15,467	25,697
Businesses reporting a loss (No.)	117				
Average sales \$	330,787	65,487	141,497	309,317	806,846
Average expense \$	339,991	69,312	148,133	316,798	825,720
Average net loss \$	-9,204	-3,825	-6,636	-7,481	-18,874
<b>1986</b>					
Number of observations in sample	831				
Average sales \$	336,047	69,479	154,910	289,299	830,498
Average expense \$	328,830	71,757	151,311	279,528	812,725
Average net profit (loss) \$	7,217	-2,278	3,599	9,771	17,773
Businesses reporting a profit (No.)	627				
Average sales \$	343,595	84,040	152,376	289,417	848,545
Average expense \$	329,406	77,812	142,311	275,054	822,445
Average net profit \$	14,189	6,228	10,065	14,363	26,100
Businesses reporting a loss (No.)	204				
Average sales \$	315,998	56,056	157,798	288,855	761,284
Average expense \$	324,870	66,175	161,568	296,292	775,445
Average net loss \$	-8,872	-10,119	-3,770	-7,437	-14,161
<b>1987</b>					
Number of observations in sample	734				
Average sales \$	349,769	65,479	175,887	333,326	824,383
Average expense \$	341,675	67,145	171,899	323,800	803,856
Average net profit (loss) \$	8,094	-1,666	3,988	9,526	20,527
Businesses reporting a profit (No.)	543				
Average sales \$	353,841	69,567	173,215	336,089	836,493
Average expense \$	338,480	65,208	163,294	320,067	805,352
Average net profit \$	15,361	4,359	9,921	16,022	31,141
Businesses reporting a loss (No.)	191				
Average sales \$	337,803	61,487	182,141	322,684	784,901
Average expense \$	349,559	69,036	192,040	338,180	798,981
Average net loss \$	-11,756	-7,549	-9,899	-15,496	-14,080

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







CA1  
IST 20  
-S 51

# GIFT, NOVELTY & SOUVENIR STORES

## CANADA

### 1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	414					
Low sales value (\$000's)	(1)	(1)	48	88	180	
High sales value (\$000's)	(1)	48	88	180	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	52.0	49.1	51.2	55.8	52.1	93.2	55.9	57.5	55.8	55.8	54.6
Occupancy expenses	13.1	18.4	13.3	10.4	9.7	99.9	13.1	18.5	13.9	10.4	9.7
Depreciation	2.0	3.2	1.5	1.7	1.4	75.8	2.6	4.2	2.7	2.1	1.5
Repairs & maintenance	0.7	1.1	0.8	0.5	0.4	61.3	1.1	2.6	1.4	0.6	0.5
Heat, light & telephone	2.2	3.3	2.4	2.1	1.2	91.0	2.5	3.8	2.8	2.1	1.3
Rent	8.2	10.8	9.1	6.2	6.8	74.2	11.1	12.6	13.3	9.7	8.6
Personnel expenses	11.2	10.2	10.0	10.7	13.8	84.1	13.3	13.8	14.4	11.4	14.0
Financial expenses	3.3	3.2	2.9	4.3	2.7	94.6	3.5	3.3	3.4	4.3	2.8
Interest & bank charges	2.5	2.1	2.2	3.5	2.1	79.8	3.1	2.8	3.3	3.8	2.5
Professional fees	0.8	1.1	0.7	0.8	0.6	78.3	1.0	1.7	1.1	0.9	0.6
Other expenses	18.0	24.6	16.5	13.5	17.5	100.0	18.0	24.6	16.5	13.5	17.5
Profit (loss)	2.4	-5.6	5.6	5.3	4.3	98.7	2.4	-5.6	5.6	5.4	4.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6582 - Gift, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: retail carvings and artwork, retail handicraft ceramics, retail seasonal and holiday decorations, retail handicraft découpage, retail eskimo carvings, retail gift wrap supplies, gift shops, retail handcrafted goods (novelties, souvenirs), joke shops, retail handicraft macramé, retail handicraft metalwork, retail novelty merchandise, retail handicraft pottery and retail souvenirs.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	231				
Low sales value (\$000's)	(1)	(1)	97	178	371
High sales value (\$000's)	(1)	37	178	371	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	1	3	5	18
Inventory	-	-	-	-	-
Other current assets	96	20	45	103	215
Total current assets	103	21	48	109	233
Fixed assets	40	9	33	40	77
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	10	3	3	10	23
<b>Total assets</b>	<b>152</b>	<b>33</b>	<b>84</b>	<b>159</b>	<b>332</b>
<b>Liabilities and equity</b>					
Current loans	15	4	5	10	40
Other current liabilities	49	11	24	53	108
Total current liabilities	64	15	29	63	148
Mortgages payable	-	-	-	-	-
Long term debt	8	4	1	19	10
Other liabilities	57	21	54	76	75
<b>Total liabilities</b>	<b>129</b>	<b>40</b>	<b>83</b>	<b>158</b>	<b>233</b>
<b>Total equity</b>	<b>23</b>	<b>-7</b>	<b>1</b>	<b>1</b>	<b>99</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	231				
Low sales value (\$000's)	(1)	(1)	97	178	371
High sales value (\$000's)	(1)	97	178	371	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.4	1.7	1.7	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.5	-5.5	91.1	259.1	2.4
Interest coverage ratio (times)	2.0	...	0.8	1.7	3.4
Debt ratio (times)	0.8	1.2	1.0	1.0	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	120				
Low sales value (\$000's)	(1)	(1)	107	210	365
High sales value (\$000's)	(1)	107	210	385	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	9	-2	2	13	21
Depreciation	6	2	5	5	11
Other	-5	-1	-7	-4	-8
<b>Dividends</b>	-3	-	-	-5	-8
<b>Investment activities</b>					
Disposal of fixed assets	-	-	-	-	1
Purchase of fixed assets	-7	-1	-1	-4	-22
Increase in investment	-	-	-	-1	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	5	-	1	4	15
Repayment of long term debt	-8	-	-7	-2	-20
Loans from shareholders	12	6	7	19	14
Repayment of loans from shareholders	-4	-2	-1	-4	-7
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>6</b>	<b>2</b>	<b>-</b>	<b>21</b>	<b>-2</b>
Cash & equivalents-Beginning of the year	-8	-1	1	1	-33
Cash & equivalents - End of the year	-3	1	-	22	-35

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,570	123,516	10,715	712	455
less than 20	3,457	80,609	6,988	701	453
20 - 99	73	19,147	1,680	10	2
100 - 499	40	23,760	2,047	1	-
500 and over	-	-	-	-	-
1987					
Total	4,085	163,405	12,113	938	...
less than 20	3,974	104,864	7,771	932	...
20 - 99	66	24,900	1,837	3	...
100 - 499	45	33,641	2,505	3	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Gift, Novelty and Souvenir Stores (SIC 6582)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	562				
Average sales \$	155,393	35,884	66,600	133,086	386,003
Average expense \$	151,169	34,722	64,178	131,982	373,794
Average net profit (loss) \$	4,224	1,162	2,422	1,104	12,209
Businesses reporting a profit (No.)	430				
Average sales \$	155,786	37,359	65,341	127,623	392,821
Average expense \$	143,169	31,722	54,116	117,899	368,937
Average net profit \$	12,617	5,637	11,225	9,724	23,884
Businesses reporting a loss (No.)	132				
Average sales \$	152,575	33,113	68,340	148,981	359,867
Average expense \$	170,959	40,364	78,094	172,964	392,413
Average net loss \$	-18,384	-7,251	-9,754	-23,983	-32,546
<b>1986</b>					
Number of observations in sample	770				
Average sales \$	163,253	36,975	66,926	138,100	411,009
Average expense \$	155,266	36,885	65,282	131,841	387,055
Average net profit (loss) \$	7,987	90	1,644	6,259	23,954
Businesses reporting a profit (No.)	540				
Average sales \$	164,861	36,423	66,082	142,030	414,908
Average expense \$	150,553	30,768	55,889	129,458	386,098
Average net profit \$	14,308	5,655	10,193	12,572	28,810
Businesses reporting a loss (No.)	230				
Average sales \$	152,887	37,599	68,116	129,502	376,329
Average expense \$	163,740	43,795	78,544	137,055	395,566
Average net loss \$	-10,853	-6,196	-10,428	-7,553	-19,237
<b>1987</b>					
Number of observations in sample	476				
Average sales \$	163,236	36,692	64,830	122,104	429,318
Average expense \$	157,759	37,923	63,573	115,284	414,256
Average net profit (loss) \$	5,477	-1,231	1,257	6,820	15,062
Businesses reporting a profit (No.)	325				
Average sales \$	164,693	36,955	62,766	120,433	438,616
Average expense \$	150,521	29,950	54,139	107,431	410,564
Average net profit \$	14,172	7,005	8,627	13,002	28,052
Businesses reporting a loss (No.)	151				
Average sales \$	156,162	36,465	67,310	127,366	393,507
Average expense \$	172,055	44,818	74,905	140,021	428,477
Average net loss \$	-15,893	-8,353	-7,595	-12,655	-34,970

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# (FOOD)(GROCERIES) STORES

111

## CANADA

### 1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Food (Groceries) Stores (SIC 6011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,045					
Low sales value (\$000's)	(1)	(1)	239	556	908	
High sales value (\$000's)	(1)	239	556	908		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	69.8	62.4	70.5	72.5	73.7	93.6	74.6	74.8	74.1	74.2	75.2
Occupancy expenses	5.2	7.5	5.2	4.4	3.8	99.8	5.2	7.5	5.2	4.4	3.8
Depreciation	1.1	1.2	1.3	1.0	1.0	83.8	1.3	2.1	1.4	1.0	1.0
Repairs & maintenance	0.7	0.9	0.9	0.6	0.5	86.9	0.8	1.3	1.0	0.6	0.6
Heat, light & telephone	1.6	2.7	1.6	1.2	1.1	94.4	1.7	3.1	1.6	1.3	1.1
Rent	1.8	2.7	1.4	1.6	1.2	56.4	3.1	6.3	3.0	2.4	1.8
Personnel expenses	10.2	15.3	8.5	8.5	8.7	91.8	11.2	21.1	8.9	8.5	8.8
Financial expenses	1.6	2.4	2.0	1.2	1.0	94.9	1.7	2.6	2.2	1.2	1.1
Interest & bank charges	1.1	1.4	1.5	0.9	0.8	80.3	1.4	2.2	1.9	1.0	0.8
Professional fees	0.5	1.0	0.5	0.3	0.3	88.0	0.6	1.2	0.6	0.4	0.3
Other expenses	11.8	11.5	11.7	12.3	11.7	100.0	11.8	11.5	11.7	12.3	11.7
Profit (loss)	1.3	0.8	2.2	1.1	1.1	98.1	1.3	0.8	2.3	1.1	1.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6011 - Food (Groceries) Stores

Businesses primarily engaged in retailing a general line of groceries such as canned and/or frozen foods, prepared meats, fresh fruit and vegetables, desserts and staples such as tea, coffee, spices, sugar and flour. Fresh meats and poultry may be included. In addition, limited lines of newspapers, magazines, paper products, soft drinks, beer and wine, tobacco products, health and beauty aids, housewares, flowers, plants and other non-food articles may be sold. These businesses include chain grocery stores, convenience food (groceries) stores, corner grocery stores, food (groceries) stores, retail general foods, retail groceries and supermarkets.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Food (Groceries) Stores (SIC 6011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	760				
Low sales value (\$000's)	(1)	(1)	374	722	1,097
High sales value (\$000's)	(1)	374	722	1,097	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	3	5	7	12
Inventory	-	-	-	-	-
Other current assets	77	30	64	82	133
Total current assets	84	33	69	89	144
Fixed assets	70	46	46	74	112
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	23	10	20	27	35
<b>Total assets</b>	<b>177</b>	<b>89</b>	<b>136</b>	<b>190</b>	<b>292</b>
<b>Liabilities and equity</b>					
Current loans	13	6	9	12	23
Other current liabilities	49	20	36	54	84
Total current liabilities	61	26	46	66	107
Mortgages payable	-	-	-	-	-
Long term debt	7	5	6	6	9
Other liabilities	62	36	53	73	87
<b>Total liabilities</b>	<b>130</b>	<b>68</b>	<b>105</b>	<b>145</b>	<b>202</b>
<b>Total equity</b>	<b>47</b>	<b>20</b>	<b>31</b>	<b>44</b>	<b>90</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Food (Groceries) Stores (SIC 6011)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	760				
Low sales value (\$000's)	(1)	(1)	374	722	1,097
High sales value (\$000's)	(1)	374	722	1,097	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.4	1.3	1.5	1.3	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	3.3	3.4	3.3	2.2
Interest coverage ratio (times)	1.9	1.1	1.6	1.8	2.4
Debt ratio (times)	0.7	0.8	0.8	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Food (Groceries) Stores (SIC 5011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	421				
Low sales value (\$000's)	(1)	(1)	516	799	1,146
High sales value (\$000's)	(1)	516	799	1,146	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	12	6	9	11	22
Depreciation	11	6	9	11	18
Other	-2	-4	3	-3	-6
<b>Dividends</b>	-3	-	-4	-3	-4
<b>Investment activities</b>					
Disposal of fixed assets	4	4	3	6	5
Purchase of fixed assets	-20	-6	-13	-29	-30
Increase in investment	-3	-1	-3	-3	-4
Decrease in investment	1	-	1	1	3
<b>Financing activities</b>					
Increase in long term debt	17	19	8	28	16
Repayment of long term debt	-17	-22	-11	-19	-16
Loans from shareholders	6	5	4	11	6
Repayment of loans from shareholders	-8	-4	-8	-11	-8
Advances & loans from government	-	-	-	-	-
Increase in equity	2	3	-	2	1
Decrease in equity	-1	-1	-	-1	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	1	5	-3	2	-
Cash & equivalents-Beginning of the year	7	-4	10	9	12
Cash & equivalents - End of the year	8	2	7	11	13

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Food (Groceries) Stores (SIC 5011)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,400	2,537,131	183,225	347	257
less than 20	2,527	199,357	14,734	267	223
20 - 99	741	375,811	27,826	66	29
100 - 499	74	162,919	12,361	9	5
500 and over	58	1,799,044	128,304	5	-
1987					
Total	3,705	2,964,700	209,911	674	...
less than 20	2,607	199,799	14,521	557	...
20 - 99	923	501,303	36,663	91	...
100 - 499	116	225,985	16,875	21	...
500 and over	59	2,037,613	141,852	5	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Food (Groceries) Stores (SIC 5011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	7,574				
Average sales \$	352,748	65,536	170,726	331,220	843,510
Average expense \$	343,501	62,533	163,259	320,331	827,282
Average net profit (loss) \$	9,247	3,003	7,467	10,289	16,228
Businesses reporting a profit (No.)	6,549				
Average sales \$	350,015	64,744	170,894	332,421	831,999
Average expense \$	335,225	56,707	160,351	317,065	806,776
Average net profit \$	14,790	8,037	10,543	15,356	25,223
Businesses reporting a loss (No.)	1,025				
Average sales \$	363,238	67,248	169,943	325,238	890,522
Average expense \$	375,810	75,126	176,890	340,191	911,031
Average net loss \$	-12,572	-7,878	-6,947	-14,953	-20,509
<b>1986</b>					
Number of observations in sample	6,245				
Average sales \$	387,249	77,717	193,095	369,302	908,883
Average expense \$	379,343	76,331	185,414	358,093	897,533
Average net profit (loss) \$	7,906	1,386	7,681	11,209	11,350
Businesses reporting a profit (No.)	5,202				
Average sales \$	382,858	80,462	194,648	365,928	890,393
Average expense \$	368,087	74,074	182,522	349,821	865,929
Average net profit \$	14,771	6,388	12,126	16,107	24,464
Businesses reporting a loss (No.)	1,043				
Average sales \$	399,949	72,049	187,244	383,626	956,875
Average expense \$	412,521	80,991	196,316	393,213	979,564
Average net loss \$	-12,572	-8,942	-9,072	-9,587	-22,689
<b>1987</b>					
Number of observations in sample	1,189				
Average sales \$	622,061	101,973	380,309	718,869	1,287,093
Average expense \$	613,913	101,318	372,337	709,204	1,272,792
Average net profit (loss) \$	8,148	655	7,972	9,665	14,301
Businesses reporting a profit (No.)	837				
Average sales \$	623,064	97,173	384,176	715,991	1,294,915
Average expense \$	604,682	90,790	369,877	693,548	1,264,511
Average net profit \$	18,382	6,383	14,299	22,443	30,404
Businesses reporting a loss (No.)	352				
Average sales \$	618,489	108,448	371,613	725,672	1,268,221
Average expense \$	633,098	115,520	377,870	746,228	1,292,773
Average net loss \$	-14,609	-7,072	-6,257	-20,556	-24,552

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# HARDWARE STORES

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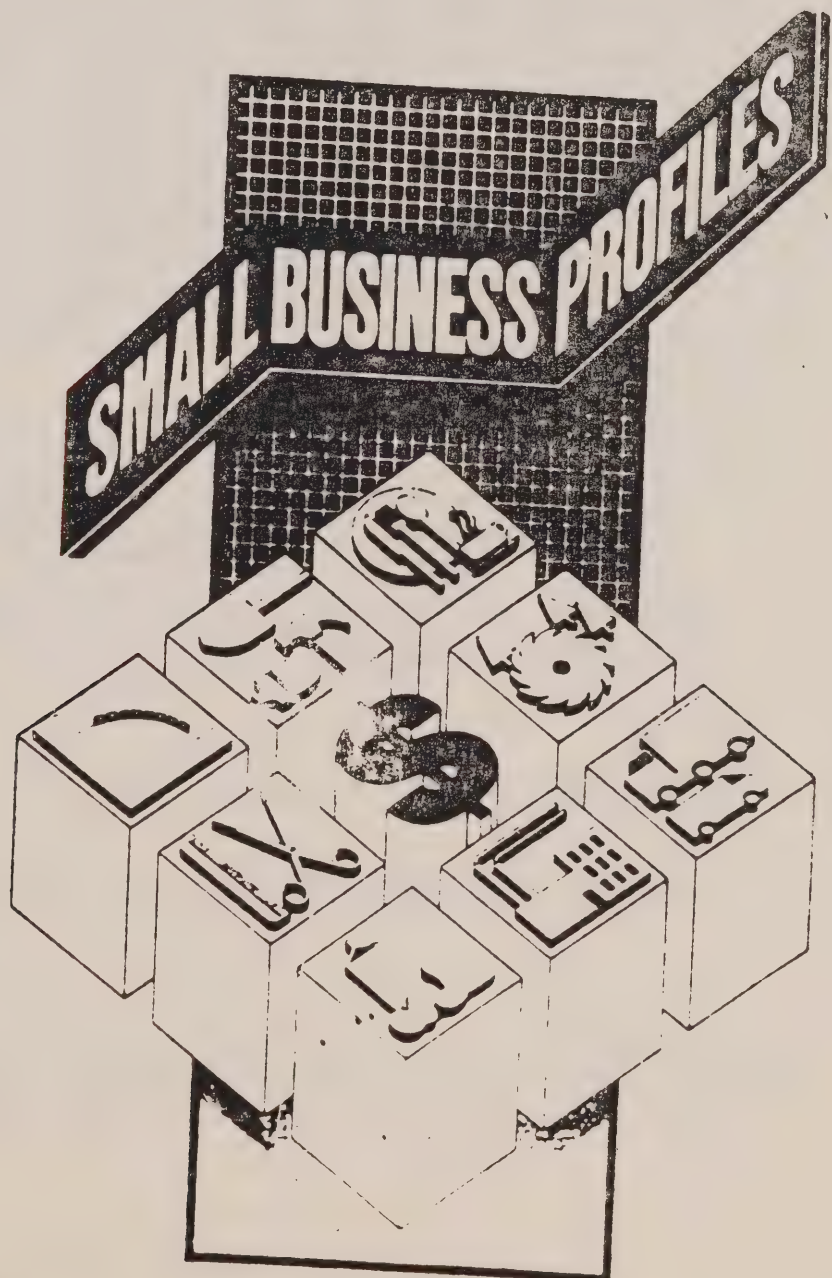
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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Hardware Stores (SIC 6531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	750					
Low sales value (\$000's)	(1)	(1)	118	263	570	
High sales value (\$000's)	(1)		118	263	570	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	60.5	54.2	60.2	63.4	64.2	91.5	66.2	66.9	66.4	65.4	66.1
Occupancy expenses	5.9	8.8	5.6	4.9	4.2	99.9	5.9	8.8	5.6	4.9	4.2
Depreciation	1.4	2.1	1.6	1.0	1.0	88.2	1.6	2.8	1.8	1.2	1.0
Repairs & maintenance	0.6	0.6	0.7	0.4	0.4	71.9	0.8	1.2	1.1	0.5	0.5
Heat, light & telephone	1.4	1.9	1.3	1.3	0.9	93.5	1.5	2.2	1.5	1.3	1.0
Rent	2.5	4.2	2.0	2.2	1.8	63.4	4.0	5.8	4.1	3.5	2.6
Personnel expenses	10.8	7.1	10.7	12.3	13.2	88.0	12.3	8.9	14.4	12.5	13.2
Financial expenses	2.6	2.9	2.5	2.8	2.2	98.4	2.6	2.9	2.5	2.8	2.2
Interest & bank charges	2.0	1.9	1.9	2.2	1.8	88.7	2.2	2.2	2.3	2.5	1.9
Professional fees	0.6	0.9	0.5	0.5	0.4	90.9	0.7	1.1	0.6	0.6	0.4
Other expenses	16.0	23.3	14.2	13.5	12.9	100.0	16.0	23.3	14.2	13.5	12.9
Profit (loss)	4.2	3.7	6.9	3.0	3.3	99.9	4.3	3.7	6.9	3.0	3.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6531 - Hardware Stores

Businesses primarily engaged in retail dealing in any combination of the basic lines of hardware, such as hand and power tools, builders' hardware, fasteners, electrical and plumbing supplies. These businesses may be secondarily engaged in retailing housewares, electrical appliances, paint, sporting goods, etc. This industry includes retail builders' hardware, retail carpenters' tools, retail electrical supplies, retail fasteners (except clothing), retail furniture and cabinet fittings, retail hand edge tools, hardware stores, retail mechanics' measuring tools, retail mechanics' tools, retail nails, retail plumbing supplies and retail power driven hand tools.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Hardware Stores (SIC 6531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	577				
Low sales value (\$000's)	(1)	(1)	225	441	757
High sales value (\$000's)	(1)	225	441	757	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	26	7	14	23	60
Inventory	-	-	-	-	-
Other current assets	173	63	111	187	331
Total current assets	199	70	125	210	390
Fixed assets	54	13	32	51	121
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	37	29	19	33	69
<b>Total assets</b>	<b>291</b>	<b>112</b>	<b>176</b>	<b>294</b>	<b>580</b>
<b>Liabilities and equity</b>					
Current loans	37	15	22	35	78
Other current liabilities	68	18	33	82	140
Total current liabilities	106	33	55	116	218
Mortgages payable	-	-	-	-	-
Long term debt	10	2	9	10	16
Other liabilities	72	27	54	81	124
<b>Total liabilities</b>	<b>187</b>	<b>63</b>	<b>118</b>	<b>208</b>	<b>358</b>
<b>Total equity</b>	<b>104</b>	<b>49</b>	<b>58</b>	<b>86</b>	<b>221</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Hardware Stores (SIC 6531)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	577				
Low sales value (\$000's)	(1)	(1)	225	441	757
High sales value (\$000's)	(1)	225	441	757	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	2.1	2.3	1.8	1.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	1.3	2.0	2.4	1.6
Interest coverage ratio (times)	2.6	0.2	2.6	2.1	3.1
Debt ratio (times)	0.6	0.6	0.7	0.7	0.5

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Hardware Stores (SIC 6531)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	371				
Low sales value (\$000's)	(1)	(1)	229	480	763
High sales value (\$000's)	(1)	229	480	763	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	17	-	9	17	41
Depreciation	7	2	4	6	14
Other	-6	21	-10	-14	-20
<b>Dividends</b>	<b>-5</b>	<b>-3</b>	<b>-5</b>	<b>-4</b>	<b>-9</b>
<b>Investment activities</b>					
Disposal of fixed assets	3	-	2	2	8
Purchase of fixed assets	-19	-26	-3	-14	-32
Increase in investment	-4	-1	-2	-5	-10
Decrease in investment	1	-	-	2	2
<b>Financing activities</b>					
Increase in long term debt	14	3	4	14	35
Repayment of long term debt	-11	-2	-6	-10	-24
Loans from shareholders	6	3	4	8	9
Repayment of loans from shareholders	-5	-3	-2	-7	-10
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-3	-	-	-1	-12
Other	-	-	-	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>-6</b>	<b>-5</b>	<b>-6</b>	<b>-6</b>	<b>-6</b>
Cash & equivalents-Beginning of the year	9	52	2	-	-28
Cash & equivalents - End of the year	3	57	-4	-6	-33

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Hardware, Paint, Glass and Wallpaper Stores (SIC 653)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,282	295,060	23.177	548	352
less than 20	4,146	196,242	15.610	537	344
20 - 99	120	47,438	3.582	9	7
100 - 499	13	15,992	1,191	1	1
500 and over	3	35,388	2,794	1	-
1987					
Total	4,554	397,401	27.210	610	---
less than 20	4,352	250,900	17.356	582	---
20 - 99	182	79,720	5,394	25	---
100 - 499	12	14,302	949	1	---
500 and over	8	52,479	3,511	2	---

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly-reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Hardware Stores (SIC 6531)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	740				
Average sales \$	359,502	73,638	151,275	332,415	880,681
Average expense \$	347,413	70,880	146,526	323,701	848,746
Average net profit (loss) \$	12,089	2,958	4,749	8,714	31,935
Businesses reporting a profit (No.)	624				
Average sales \$	364,804	81,237	151,957	335,929	890,092
Average expense \$	343,881	73,247	138,218	315,986	848,073
Average net profit \$	20,923	7,990	13,739	19,943	42,019
Businesses reporting a loss (No.)	116				
Average sales \$	338,167	56,105	149,458	323,158	823,948
Average expense \$	357,568	64,756	168,681	344,030	852,803
Average net loss \$	-19,401	-8,651	-19,223	-20,872	-28,855
<b>1986</b>					
Number of observations in sample	1,080				
Average sales \$	351,191	66,246	165,084	325,807	847,627
Average expense \$	339,156	64,535	162,006	317,970	812,114
Average net profit (loss) \$	12,035	1,711	3,078	7,837	35,513
Businesses reporting a profit (No.)	793				
Average sales \$	351,394	69,031	160,996	321,234	854,314
Average expense \$	330,145	59,195	149,460	305,126	806,799
Average net profit \$	21,249	9,836	11,536	16,108	47,515
Businesses reporting a loss (No.)	287				
Average sales \$	347,984	62,675	173,926	340,376	814,960
Average expense \$	364,371	71,380	189,136	358,894	838,073
Average net loss \$	-16,387	-8,705	-15,210	-18,518	-23,113
<b>1987</b>					
Number of observations in sample	972				
Average sales \$	407,824	78,237	185,781	389,140	978,138
Average expense \$	392,931	75,894	173,216	378,695	943,919
Average net profit (loss) \$	14,893	2,343	12,565	10,445	34,219
Businesses reporting a profit (No.)	739				
Average sales \$	416,986	87,304	186,190	395,279	999,171
Average expense \$	392,192	75,572	167,933	374,901	950,362
Average net profit \$	24,794	11,732	18,257	20,378	48,809
Businesses reporting a loss (No.)	233				
Average sales \$	379,756	67,316	184,051	373,418	894,240
Average expense \$	394,612	76,282	195,532	388,412	918,221
Average net loss \$	-14,856	-8,966	-11,481	-14,994	-23,981

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





CA1  
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-S 51 HARDWARE, TOOL AND CUTLERY  
INDUSTRIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

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Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Hardware, Tool &amp; Cutlery Industries (SIC 306)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	482					
Low sales value (\$000's)	(1)	(1)	68	283	538	
High sales value (\$000's)	(1)	68	283	598	11	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	17.1	13.6	11.2	19.4	24.4	84.2	20.3	16.8	17.2	20.4	24.9
Occupancy expenses	12.1	17.1	13.3	9.8	8.5	99.7	12.1	17.1	13.3	9.9	8.5
Depreciation	5.8	6.9	6.2	5.3	4.7	96.6	6.0	7.9	6.2	5.4	4.8
Repairs & maintenance	0.9	1.0	1.1	0.7	0.9	65.0	1.4	1.3	2.2	1.1	1.2
Heat, light & telephone	1.9	3.7	1.3	1.4	1.4	90.8	2.1	4.1	1.6	1.5	1.4
Rent	3.5	5.5	4.7	2.4	1.5	67.8	5.2	9.8	6.3	3.2	2.4
Personnel expenses	28.6	10.0	24.2	39.8	38.8	87.1	32.9	20.8	25.3	40.1	39.0
Financial expenses	4.0	8.6	3.0	2.7	2.5	95.4	4.2	10.3	3.0	2.8	2.5
Interest & bank charges	2.9	7.4	1.7	1.7	1.6	80.9	3.6	10.4	2.3	1.9	1.8
Professional fees	1.1	1.2	1.3	1.0	0.8	87.8	1.2	2.1	1.3	1.1	0.9
Other expenses	20.1	24.5	23.3	15.6	17.1	100.0	20.1	24.5	23.3	15.6	17.1
Profit (loss)	18.1	26.2	25.0	12.7	8.9	99.6	18.2	26.2	25.0	12.8	8.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small; too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 3060 - Hardware, Tool and Cutlery Industries

Businesses primarily engaged in manufacturing basic hardware; metal dies, moulds and patterns; hand tools and implements (except power-driven); cutlery (except silver) and hardware not elsewhere classified.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Hardware, Tool &amp; Cutlery Industries (SIC 306)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	437				
Low sales value (\$000's)	(1)	(1)	153	410	727
High sales value (\$000's)	(1)	153	410	727	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	80	11	41	85	184
Inventory	-	-	-	-	-
Other current assets	104	8	61	106	238
Total current assets	184	19	102	191	422
Fixed assets	165	54	82	162	358
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	15	1	9	13	38
<b>Total assets</b>	<b>364</b>	<b>75</b>	<b>193</b>	<b>366</b>	<b>818</b>
<b>Liabilities and equity</b>					
Current loans	27	3	14	26	63
Other current liabilities	99	19	58	101	218
Total current liabilities	126	22	72	126	281
Mortgages payable	-	-	-	-	-
Long term debt	9	4	5	9	20
Other liabilities	81	40	33	56	191
<b>Total liabilities</b>	<b>216</b>	<b>66</b>	<b>110</b>	<b>192</b>	<b>492</b>
<b>Total equity</b>	<b>148</b>	<b>9</b>	<b>83</b>	<b>174</b>	<b>325</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Hardware, Tool &amp; Cutlery Industries (SIC 306)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	437				
Low sales value (\$000's)	(1)	(1)	153	410	727
High sales value (\$000's)	(1)	153	410	727	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	0.9	1.4	1.5	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.5	7.0	1.3	1.1	1.5
Interest coverage ratio (times)	6.5	3.2	7.2	8.9	6.1
Debt ratio (times)	0.6	0.9	0.6	0.5	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Hardware, Tool & Cutlery Industries (SIC 306)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	289				
Low sales value (\$000's)	(1)	(1)	271	465	786
High sales value (\$000's)	(1)	271	465	786	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	49	14	35	58	90
Depreciation	29	8	20	31	58
Other	-5	-10	-	-3	-7
<b>Dividends</b>	-20	-6	-16	-20	-38
<b>Investment activities</b>					
Disposal of fixed assets	6	3	9	5	9
Purchase of fixed assets	-68	-9	-42	-85	-136
Increase in investment	-3	-3	-3	-1	-5
Decrease in investment	2	-	-	-	7
<b>Financing activities</b>					
Increase in long term debt	29	7	16	28	64
Repayment of long term debt	-17	-13	-10	-17	-30
Loans from shareholders	11	11	4	14	15
Repayment of loans from shareholders	-7	-3	-4	-9	-12
Advances & loans from government	2	-	1	1	6
Increase in equity	1	-	-	1	2
Decrease in equity	-4	-1	-	-2	-11
Other	-	-	-1	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>5</b>	<b>-2</b>	<b>9</b>	<b>-1</b>	<b>13</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>16</b>	<b>12</b>	<b>9</b>	<b>20</b>	<b>24</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>21</b>	<b>10</b>	<b>18</b>	<b>19</b>	<b>37</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Hardware, Tool & Cutlery Industries (SIC 306)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,169	469,627	20,274	136	82
less than 20	878	99,334	4,259	112	75
20 - 99	184	150,674	6,448	15	4
100 - 499	74	134,664	5,851	5	3
500 and over	33	84,955	3,716	4	-
1987					
Total	1,293	651,386	21,826	151	...
less than 20	994	151,638	4,993	132	...
20 - 99	209	234,515	7,631	14	...
100 - 499	65	155,889	5,121	4	...
500 and over	25	109,544	4,081	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Hardware, Tool & Cutlery Industries (SIC 306)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	527				
Average sales \$	294,392	52,030	117,279	259,500	748,757
Average expense \$	257,493	40,648	84,801	225,015	679,508
Average net profit (loss) \$	36,899	11,382	32,478	34,485	69,249
Businesses reporting a profit (No.)	470				
Average sales \$	299,851	51,358	118,221	256,935	772,890
Average expense \$	252,974	37,871	79,298	214,321	680,407
Average net profit \$	46,877	13,487	38,923	42,614	92,483
Businesses reporting a loss (No.)	57				
Average sales \$	262,480	60,016	110,574	275,644	603,687
Average expense \$	291,010	73,641	123,970	292,322	674,106
Average net loss \$	-28,530	-13,625	-13,396	-16,678	-70,419
<b>1986</b>					
Number of observations in sample	521				
Average sales \$	330,584	71,863	146,073	278,168	826,232
Average expense \$	299,188	62,341	139,980	249,769	744,663
Average net profit (loss) \$	31,396	9,522	6,093	28,399	81,569
Businesses reporting a profit (No.)	436				
Average sales \$	335,567	73,369	151,617	281,328	835,953
Average expense \$	294,454	57,460	132,287	247,745	740,324
Average net profit \$	41,113	15,909	19,330	33,583	95,629
Businesses reporting a loss (No.)	85				
Average sales \$	294,557	67,022	136,312	246,339	728,554
Average expense \$	322,490	78,033	153,523	270,148	788,256
Average net loss \$	-27,933	-11,011	-17,211	-23,809	-59,702
<b>1987</b>					
Number of observations in sample	534				
Average sales \$	410,452	40,579	136,097	428,433	1,036,699
Average expense \$	367,279	30,008	111,073	386,472	941,563
Average net profit (loss) \$	43,173	10,571	25,024	41,961	95,136
Businesses reporting a profit (No.)	446				
Average sales \$	411,874	39,993	128,747	427,353	1,051,403
Average expense \$	350,543	25,882	91,956	357,048	927,285
Average net profit \$	61,331	14,111	36,791	70,305	124,118
Businesses reporting a loss (No.)	88				
Average sales \$	400,275	43,124	167,592	434,173	956,209
Average expense \$	450,877	47,925	192,988	542,878	1,019,717
Average net loss \$	-50,602	-4,801	-25,396	-108,705	-63,508

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





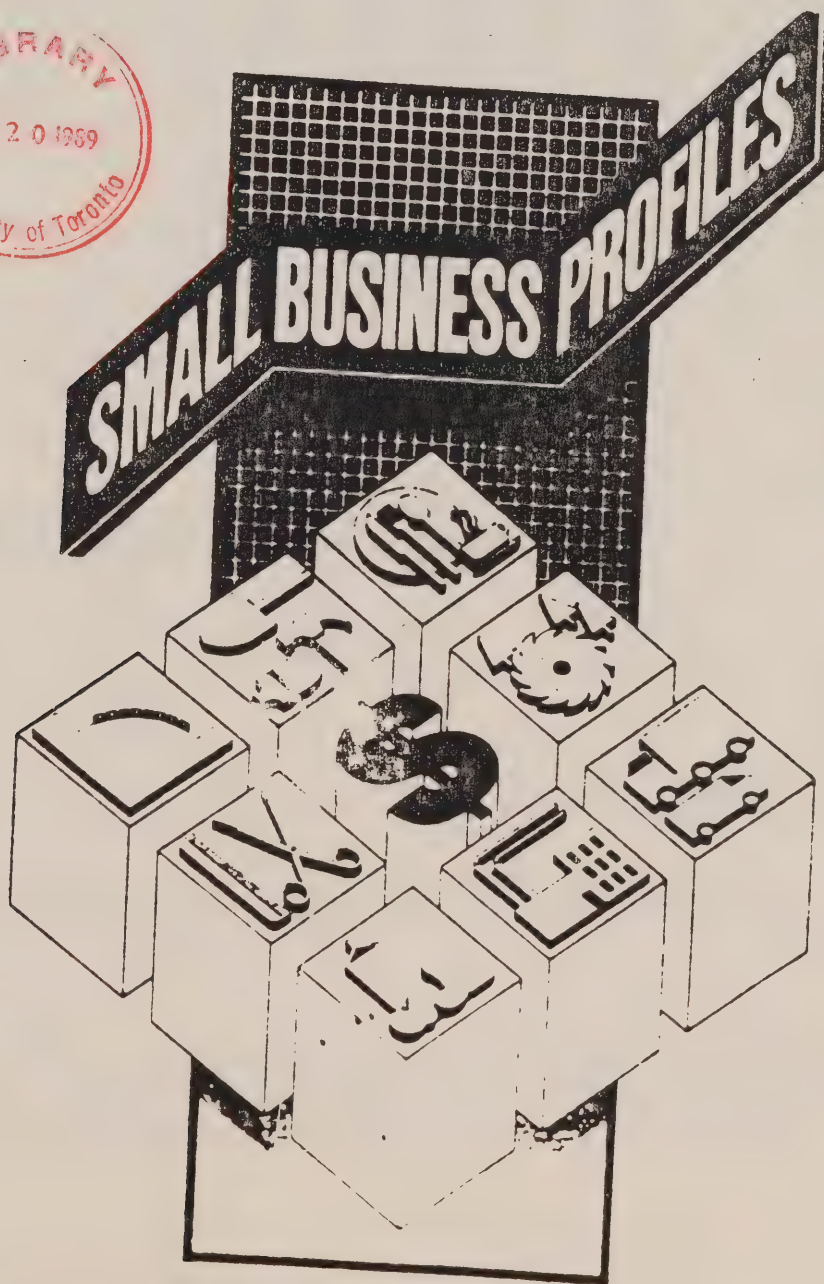


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# (WET) HEATING AND AIR CONDITIONING WORK

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Wet Heating &amp; Air Conditioning Work (SIC 4243)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	342					
Low sales value (\$000's)	(1)	(1)	57	123	309	
High sales value (\$000's)	(1)	57	123	309	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	27.7	13.9	25.8	36.5	34.6	70.6	39.3	35.4	34.7	44.1	40.3
Occupancy expenses	6.5	9.4	7.9	4.9	4.0	96.1	6.8	10.6	7.9	5.0	4.1
Depreciation	2.9	5.0	3.0	2.2	1.6	86.9	3.4	7.3	3.3	2.3	1.7
Repairs & maintenance	0.8	1.6	1.1	0.4	0.3	43.0	2.0	4.8	2.1	1.1	0.6
Heat, light & telephone	1.3	1.9	1.5	0.9	0.9	77.9	1.7	2.6	2.0	1.3	1.0
Rent	1.5	1.0	2.3	1.4	1.2	58.0	2.5	3.0	3.9	2.3	1.5
Personnel expenses	22.7	7.8	27.5	26.3	28.9	83.6	27.2	17.8	29.6	26.9	29.2
Financial expenses	2.0	2.2	2.3	2.3	1.4	91.2	2.2	2.9	2.5	2.4	1.4
Interest & bank charges	1.1	1.3	1.1	1.4	0.8	80.3	1.4	2.2	1.3	1.6	0.9
Professional fees	0.9	0.9	1.2	0.8	0.6	81.9	1.1	1.5	1.5	0.9	0.6
Other expenses	31.3	49.9	24.6	24.8	26.3	100.0	31.3	49.9	24.6	24.8	26.3
Profit (loss)	9.7	16.8	11.9	5.3	4.8	96.6	10.0	18.3	12.5	5.3	4.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4243 - Wet Heating and Air Conditioning Contractors

Businesses primarily engaged in the installation and repair of secondary hot water or system heating systems, cooling and air conditioning equipment and solar heating systems involving liquids. These businesses include: central air conditioning installation, contractors installing steam boilers (excluding power boilers), installation of central cooling equipment and piping, installation of cooling towers, heat pump installation, installation of hydronic heating systems, installation of secondary hot water and steam piping systems, installation of snow melting equipment (liquid systems), solar heating fluid systems installation, installation of unitary heating, cooling or air conditioning equipment, installation of heating and air conditioning water pumping systems and the installation of central wet heating equipment and piping.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Wet Heating &amp; Air Conditioning Work (SIC 4243)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	274				
Low sales value (\$000's)	(1)	(1)	103	213	481
High sales value (\$000's)	(1)	103	213	481	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	51	4	23	43	132
Inventory	-	-	-	-	-
Other current assets	38	9	22	41	90
Total current assets	89	13	45	83	212
Fixed assets	35	20	24	37	59
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	7	3	1	7	18
<b>Total assets</b>	<b>131</b>	<b>36</b>	<b>70</b>	<b>128</b>	<b>289</b>
<b>Liabilities and equity</b>					
Current loans	11	2	3	10	29
Other current liabilities	59	15	31	61	129
Total current liabilities	70	17	34	71	157
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	2	3
Other liabilities	20	17	11	15	38
<b>Total liabilities</b>	<b>92</b>	<b>34</b>	<b>45</b>	<b>89</b>	<b>198</b>
<b>Total equity</b>	<b>39</b>	<b>2</b>	<b>24</b>	<b>39</b>	<b>91</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Wet Heating &amp; Air Conditioning Work (SIC 4243)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	274				
Low sales value (\$000's)	(1)	(1)	103	213	481
High sales value (\$000's)	(1)	103	213	481	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	0.8	1.3	1.2	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	16.9	1.9	2.3	2.2
Interest coverage ratio (times)	5.8	0.7	5.0	6.9	6.5
Debt ratio (times)	0.7	0.9	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wet Heating & Air Conditioning Work (SIC 4243)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	146				
Low sales value (\$000's)	(1)	(1)	161	267	507
High sales value (\$000's)	(1)	161	267	507	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	13	-5	-1	20	36
Depreciation	7	3	4	8	12
Other	-5	5	-5	-3	-15
<b>Dividends</b>	-3	-	-1	-4	-6
<b>Investment activities</b>					
Disposal of fixed assets	1	-	1	1	3
Purchase of fixed assets	-12	-1	-5	-11	-32
Increase in investment	-2	-	-	-	-8
Decrease in investment	1	-	-	-	2
<b>Financing activities</b>					
Increase in long term debt	6	-	-	4	20
Repayment of long term debt	-4	-5	-1	-6	-6
Loans from shareholders	3	1	1	2	3
Repayment of loans from shareholders	-5	-1	-2	-4	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-1
Other	-	-	-	-1	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-	-3	-7	7	2
Cash & equivalents-Beginning of the year	11	2	19	8	12
Cash & equivalents - End of the year	10	-1	12	15	14

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wet Heating & Air Conditioning Work (SIC 4243)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,322	244,627	10,097	253	163
less than 20	1,198	96,044	3,944	234	152
20 - 99	84	64,841	2,689	5	7
100 - 499	36	64,013	2,653	13	4
500 and over	4	19,729	811	1	-
1987					
Total	1,637	393,556	14,081	294	...
less than 20	1,466	143,542	5,177	261	...
20 - 99	126	98,985	3,604	29	...
100 - 499	40	99,271	3,548	3	...
500 and over	5	51,758	1,752	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wet Heating & Air Conditioning Work (SIC 4243)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	541				
Average sales \$	346,510	42,425	103,937	269,340	370,337
Average expense \$	322,649	31,502	94,448	252,249	312,398
Average net profit (loss) \$	23,861	10,923	9,489	17,091	57,939
Businesses reporting a profit (No.)	531				
Average sales \$	351,601	42,289	107,446	266,077	390,590
Average expense \$	319,168	30,107	94,036	243,469	309,059
Average net profit \$	32,433	12,182	13,410	22,608	81,531
Businesses reporting a loss (No.)	110				
Average sales \$	327,309	43,929	90,773	288,176	386,358
Average expense \$	343,020	46,894	95,997	302,943	326,245
Average net loss \$	-15,711	-2,965	-5,224	-14,767	-39,887
<b>1986</b>					
Number of observations in sample	628				
Average sales \$	289,893	35,418	77,843	236,648	309,664
Average expense \$	274,154	23,880	65,762	225,954	281,018
Average net profit (loss) \$	15,739	11,538	12,081	10,694	28,646
Businesses reporting a profit (No.)	492				
Average sales \$	294,642	34,451	78,788	252,404	312,923
Average expense \$	268,423	17,861	63,786	227,268	264,778
Average net profit \$	26,219	16,590	15,002	25,136	48,145
Businesses reporting a loss (No.)	136				
Average sales \$	280,327	37,847	72,865	214,513	296,084
Average expense \$	296,393	39,004	76,176	224,109	348,683
Average net loss \$	-16,666	-1,157	-3,311	-9,596	-52,599
<b>1987</b>					
Number of observations in sample	395				
Average sales \$	257,835	37,020	87,955	198,059	208,307
Average expense \$	242,517	31,193	77,086	185,632	206,157
Average net profit (loss) \$	15,318	5,827	10,869	12,427	32,150
Businesses reporting a profit (No.)	314				
Average sales \$	260,575	35,397	90,545	196,425	219,932
Average expense \$	237,156	27,251	73,933	173,656	203,784
Average net profit \$	23,419	8,146	16,612	22,769	46,148
Businesses reporting a loss (No.)	81				
Average sales \$	247,211	42,029	81,306	202,740	262,768
Average expense \$	258,486	43,360	85,177	219,950	285,455
Average net loss \$	-11,275	-1,331	-3,871	-17,210	-22,687

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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Publication

# HOTELS AND MOTOR HOTELS

14

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## CANADA

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1987

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SMALL BUSINESS OFFICE



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Technologie Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	643					
Low sales value (\$000's)	(1)	(1)	99	223	468	
High sales value (\$000's)	(1)	99	223	468	11	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	20.4	37.3	17.4	13.8	13.6	99.2	20.5	38.3	17.4	13.8	13.6
Depreciation	6.4	10.7	5.4	5.0	4.6	80.9	7.9	20.6	6.4	5.3	5.1
Repairs & maintenance	4.5	8.4	4.0	2.8	3.0	88.5	5.1	11.1	4.4	3.0	3.2
Heat, light & telephone	6.2	10.0	5.8	4.7	4.4	97.4	6.4	10.8	5.9	4.7	4.4
Rent	3.3	8.1	2.2	1.4	1.6	38.8	8.4	23.5	8.4	3.5	2.9
Personnel expenses	20.6	18.2	18.1	21.4	24.5	94.7	21.7	22.1	18.8	21.4	24.6
Financial expenses	8.4	9.5	8.8	7.9	7.5	96.6	8.7	10.4	9.0	8.0	7.6
Interest & bank charges	7.1	7.5	7.6	6.7	6.4	88.3	8.0	10.0	8.2	7.4	6.9
Professional fees	1.3	1.9	1.2	1.2	1.1	88.7	1.5	2.7	1.3	1.2	1.1
Other expenses	57.0	63.8	54.5	56.9	53.1	100.0	57.0	63.8	54.5	56.9	53.1
Profit (loss)	-6.4	-28.8	1.2	-	1.4	97.2	-6.6	-30.2	1.2	-	1.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations  
 -- too small too be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9111 - Hotels and Motor Hotels

Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services. A hotel-type room has access only from the interior of the building and a motel-hotel type room has access from both the interior and exterior. Included are businesses engaged in hostels, hotel accommodation services (except apartment hotels), hotel lodging services (except apartment hotels), hotels (except apartment and private hotels) and motor hotels.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Hotels and Motor Hotels (SIC 9111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	452				
Low sales value (\$000's)	(1)	(1)	161	324	587
High sales value (\$000's)	(1)	161	324	587	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	7	6	2	4	15
Inventory	-	-	-	-	-
Other current assets	54	14	35	53	105
Total current assets	60	20	37	63	121
Fixed assets	368	166	198	378	726
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	61	24	50	39	128
<b>Total assets</b>	<b>489</b>	<b>211</b>	<b>286</b>	<b>481</b>	<b>974</b>
<b>Liabilities and equity</b>					
Current loans	15	4	6	13	39
Other current liabilities	82	21	40	83	180
Total current liabilities	97	25	46	97	219
Mortgages payable	-	-	-	-	-
Long term debt	30	7	16	20	78
Other liabilities	269	102	170	267	534
<b>Total liabilities</b>	<b>396</b>	<b>134</b>	<b>232</b>	<b>384</b>	<b>830</b>
<b>Total equity</b>	<b>93</b>	<b>77</b>	<b>54</b>	<b>97</b>	<b>144</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Hotels and Motor Hotels (SIC 9111)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	452				
Low sales value (\$000's)	(1)	(1)	161	324	587
High sales value (\$000's)	(1)	161	324	587	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.6	0.8	0.8	0.7	0.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.3	1.7	4.3	4.0	5.8
Interest coverage ratio (times)	1.1	0.1	1.1	1.0	1.3
Debt ratio (times)	0.8	0.6	0.8	0.8	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Hotels and Motor Hotels (SIC 9111)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	287				
Low sales value (\$000's)	(1)	(1)	181	336	592
High sales value (\$000's)	(1)	181	336	592	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	-12	3	13	19
Depreciation	24	9	14	22	49
Other	-2	-13	-	1	6
<b>Dividends</b>	-5	-3	-3	-6	-8
<b>Investment activities</b>					
Disposal of fixed assets	31	53	2	12	56
Purchase of fixed assets	-49	-9	-23	-39	-122
Increase in investment	-14	-4	-1	-44	-7
Decrease in investment	10	3	-	35	1
<b>Financing activities</b>					
Increase in long term debt	56	20	21	44	139
Repayment of long term debt	-45	-30	-9	-32	-108
Loans from shareholders	10	4	5	9	20
Repayment of loans from shareholders	-16	-13	-12	-11	-27
Advances & loans from government	2	-	-	4	1
Increase in equity	1	1	-	3	1
Decrease in equity	-1	-	-1	-1	-
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	7	4	-3	8	19
<b>Cash &amp; equivalents-Beginning of the year</b>	11	4	13	18	9
<b>Cash &amp; equivalents - End of the year</b>	18	8	10	26	28

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Hotels and Motor Hotels (SIC 9111)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,085	1,228,687	116,608	580	374
less than 20	2,945	178,413	16,882	437	279
20 - 99	882	361,193	34,107	92	65
100 - 499	176	266,186	25,484	40	18
500 and over	82	422,895	40,135	11	12
1987					
Total	4,564	1,568,317	131,365	710	...
less than 20	3,318	208,971	17,589	542	...
20 - 99	918	424,510	35,580	113	...
100 - 499	224	385,830	32,632	44	...
500 and over	104	549,006	45,564	11	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Hotels and Motor Hotels (SIC 9111)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	636				
Average sales \$	463,038	85,324	229,078	445,921	1,091,329
Average expense \$	429,179	80,262	141,989	432,122	1,062,344
Average net profit (loss) \$	33,859	5,062	87,089	13,799	29,485
Businesses reporting a profit (No.)	447				
Average sales \$	461,442	89,319	229,468	439,953	1,087,028
Average expense \$	387,690	78,299	91,337	399,490	981,633
Average net profit \$	73,752	11,020	138,131	40,463	105,395
Businesses reporting a loss (No.)	189				
Average sales \$	465,493	76,751	228,093	455,025	1,102,104
Average expense \$	517,911	84,475	270,182	481,897	1,235,088
Average net loss \$	-52,418	-7,724	-42,089	-26,872	-132,984
<b>1986</b>					
Number of observations in sample	769				
Average sales \$	460,012	76,619	218,668	443,428	1,101,332
Average expense \$	447,153	72,841	208,970	431,842	1,074,959
Average net profit (loss) \$	12,859	3,778	9,698	11,586	26,373
Businesses reporting a profit (No.)	528				
Average sales \$	461,125	82,987	216,317	449,595	1,095,602
Average expense \$	419,796	73,875	194,178	400,943	1,010,186
Average net profit \$	41,329	9,112	22,139	48,652	85,416
Businesses reporting a loss (No.)	241				
Average sales \$	458,454	61,261	223,986	434,486	1,114,084
Average expense \$	502,134	70,346	242,432	476,642	1,219,114
Average net loss \$	-43,680	-9,085	-18,446	-42,156	-105,030
<b>1987</b>					
Number of observations in sample	853				
Average sales \$	330,777	57,826	159,815	324,673	780,793
Average expense \$	328,983	63,772	156,955	323,365	771,840
Average net profit (loss) \$	1,794	-5,946	2,860	1,308	8,953
Businesses reporting a profit (No.)	517				
Average sales \$	332,992	66,972	162,095	325,047	777,855
Average expense \$	307,520	56,099	148,025	299,240	726,716
Average net profit \$	25,472	10,873	14,070	25,807	51,139
Businesses reporting a loss (No.)	336				
Average sales \$	328,499	47,931	155,700	324,116	786,250
Average expense \$	365,031	72,072	173,076	359,304	855,673
Average net loss \$	-36,532	-24,141	-17,376	-35,188	-69,423

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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Publication

# (SINGLE FAMILY) HOUSING

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,876				
Low sales value (\$000's)	(1)	(1)	34	208	468
High sales value (\$000's)	(1)	94	208	468	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	27.3	21.7	27.8	31.6	28.3	70.7	38.7	36.2	41.5	40.8	36.0
Occupancy expenses	4.1	6.2	4.4	3.5	2.5	92.3	4.5	6.9	5.0	3.7	2.6
Depreciation	1.9	3.2	2.0	1.5	0.9	79.0	2.4	4.6	2.7	1.8	1.1
Repairs & maintenance	0.8	1.1	0.7	0.8	0.5	38.7	2.0	2.9	2.0	2.0	1.1
Heat, light & telephone	0.6	1.0	0.7	0.4	0.4	68.5	0.9	1.6	1.1	0.6	0.5
Rent	0.8	1.0	0.9	0.7	0.7	49.3	1.7	2.6	1.9	1.3	1.3
Personnel expenses	17.9	21.4	19.4	17.3	13.7	83.6	21.4	29.8	24.5	19.1	14.7
Financial expenses	2.5	3.3	2.6	2.1	1.9	95.6	2.6	3.6	2.8	2.2	1.9
Interest & bank charges	1.5	1.8	1.7	1.4	1.3	79.5	1.9	2.5	2.2	1.7	1.5
Professional fees	1.0	1.5	0.9	0.7	0.7	86.4	1.1	1.9	1.1	0.8	0.7
Other expenses	40.8	37.2	37.8	39.2	48.9	99.9	40.8	37.3	37.9	39.2	48.9
Profit (loss)	7.3	10.2	8.0	6.4	4.8	98.1	7.5	10.4	8.3	6.4	4.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4011 - Single Family Housing Contractors

Businesses primarily engaged in the development and construction of single detached and single attached dwellings such as: cottages, single duplexes, garden homes, semi-detached houses, single attached houses, single detached houses, erecting prefabricated homes, row houses (except row duplexes), single residences and summer homes.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Single Family Housing (SIC 4011)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,140				
Low sales value (\$000's)	(1)	(1)	125	277	573
High sales value (\$000's)	(1)	125	277	573	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	33	6	13	30	81
Inventory	-	-	-	-	-
Other current assets	107	31	54	134	210
Total current assets	140	37	67	164	292
Fixed assets	43	21	33	59	59
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	21	23	11	17	33
<b>Total assets</b>	<b>204</b>	<b>81</b>	<b>111</b>	<b>240</b>	<b>384</b>
<b>Liabilities and equity</b>					
Current loans	17	5	9	21	32
Other current liabilities	90	28	35	112	185
Total current liabilities	107	33	44	133	217
Mortgages payable	-	-	-	-	-
Long term debt	2	1	1	3	3
Other liabilities	49	26	41	57	70
<b>Total liabilities</b>	<b>157</b>	<b>59</b>	<b>86</b>	<b>193</b>	<b>290</b>
<b>Total equity</b>	<b>47</b>	<b>21</b>	<b>25</b>	<b>47</b>	<b>94</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Single Family Housing (SIC 4011)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2,140				
Low sales value (\$000's)	(1)	(1)	125	277	573
High sales value (\$000's)	(1)	125	277	573	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	1.1	1.5	1.2	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.3	2.8	3.4	4.1	3.1
Interest coverage ratio (times)	4.5	1.1	4.1	3.3	6.3
Debt ratio (times)	0.8	0.7	0.8	0.8	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Single Family Housing (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1,171				
Low sales value (\$000's)	(1)	(1)	136	290	533
High sales value (\$000's)	(1)	136	290	533	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	17	4	6	12	46
Depreciation	6	4	5	8	9
Other	-14	-15	-8	-13	-19
<b>Dividends</b>	-5	-3	-2	-5	-9
<b>Investment activities</b>					
Disposal of fixed assets	7	15	1	4	9
Purchase of fixed assets	-17	-15	-6	-19	-28
Increase in investment	-14	-6	-3	-36	-11
Decrease in investment	4	1	4	4	7
<b>Financing activities</b>					
Increase in long term debt	24	12	5	50	28
Repayment of long term debt	-13	-15	-3	-13	-20
Loans from shareholders	10	15	7	7	12
Repayment of loans from shareholders	-10	-8	-5	-9	-20
Advances & loans from government	-	-	-	-	-
Increase in equity	1	-	1	1	1
Decrease in equity	-	-	-	-1	-1
Other	-	-1	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-4	-13	1	-8	4
Cash & equivalents-Beginning of the year	9	10	16	8	2
Cash & equivalents - End of the year	5	-2	17	-	6

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	20,783	1,144,823	49,160	5,024	2,994
less than 20	20,469	821,732	35,327	4,963	2,965
20 - 99	261	169,133	7,495	53	21
100 - 499	43	93,076	3,966	6	8
500 and over	10	60,882	2,372	2	-
1987					
Total	25,718	2,003,006	76,444	5,948	...
less than 20	25,181	1,415,770	54,198	5,859	...
20 - 99	479	393,823	15,030	76	...
100 - 499	58	193,413	7,216	13	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Single Family Housing (SIC 4011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	3,816				
Average sales \$	332,636	53,362	123,571	276,994	876,618
Average expense \$	320,876	72,028	116,891	262,785	831,001
Average net profit (loss) \$	11,960	-18,666	6,680	14,209	45,617
Businesses reporting a profit (No.)	2,966				
Average sales \$	337,966	53,198	119,323	283,932	895,411
Average expense \$	306,890	37,860	102,119	257,775	829,807
Average net profit \$	31,076	15,338	17,204	26,157	65,604
Businesses reporting a loss (No.)	850				
Average sales \$	311,751	53,799	133,232	257,660	802,313
Average expense \$	356,521	163,126	150,490	276,747	835,721
Average net loss \$	-44,770	-109,327	-17,258	-19,087	-33,408
<b>1986</b>					
Number of observations in sample	4,380				
Average sales \$	378,556	55,506	142,551	332,434	983,731
Average expense \$	361,980	52,723	133,810	318,105	943,281
Average net profit (loss) \$	16,576	2,783	8,741	14,329	40,450
Businesses reporting a profit (No.)	3,410				
Average sales \$	380,302	54,093	142,993	332,342	991,781
Average expense \$	352,425	41,738	127,335	308,779	931,849
Average net profit \$	27,877	12,355	15,658	23,563	59,932
Businesses reporting a loss (No.)	970				
Average sales \$	370,508	58,592	141,367	332,732	949,340
Average expense \$	392,100	76,709	151,155	348,411	992,123
Average net loss \$	-21,592	-18,117	-9,788	-15,679	-42,783
<b>1987</b>					
Number of observations in sample	3,490				
Average sales \$	348,615	57,216	144,823	316,873	875,548
Average expense \$	328,737	52,879	133,678	297,436	830,953
Average net profit (loss) \$	19,878	4,337	11,145	19,437	44,595
Businesses reporting a profit (No.)	2,726				
Average sales \$	352,457	57,666	143,849	318,183	890,128
Average expense \$	321,451	45,949	123,575	289,103	827,178
Average net profit \$	31,006	11,717	20,274	29,080	62,950
Businesses reporting a loss (No.)	764				
Average sales \$	332,032	56,346	147,386	312,268	812,128
Average expense \$	350,151	66,261	160,254	326,714	847,374
Average net loss \$	-18,119	-9,915	-12,868	-14,446	-35,246

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes









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# (WHOLESALE) INDUSTRIAL MACHINERY EQUIPMENT AND SUPPLIES

CANADA

1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologies Canada



TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	537					
Low sales value (\$000's)	(1)	(1)	129	337	815	
High sales value (\$000's)	(1)	129	337	815	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.9	32.8	46.1	54.2	54.5	85.2	55.1	49.8	51.9	57.3	59.7
Occupancy expenses	6.4	9.9	6.5	5.3	3.9	96.6	6.6	10.2	6.8	5.6	3.9
Depreciation	1.8	3.2	1.6	1.5	1.1	86.3	2.1	4.7	1.8	1.6	1.1
Repairs & maintenance	0.5	0.7	0.5	0.4	0.3	47.0	1.0	1.8	1.2	0.8	0.6
Heat, light & telephone	1.9	3.0	1.9	1.6	1.2	86.3	2.2	3.6	2.2	1.9	1.3
Rent	2.2	3.0	2.5	1.8	1.3	69.1	3.1	5.2	3.8	2.4	1.7
Personnel expenses	19.5	25.4	18.2	18.5	15.9	91.2	21.4	30.9	20.1	19.5	16.5
Financial expenses	2.6	4.5	2.8	1.7	1.5	96.5	2.7	4.8	2.9	1.8	1.5
Interest & bank charges	1.3	2.0	1.3	1.0	0.9	79.7	1.6	2.7	1.6	1.3	1.0
Professional fees	1.3	2.5	1.6	0.6	0.6	91.4	1.5	2.9	1.7	0.7	0.6
Other expenses	20.6	26.2	20.1	16.2	19.9	100.0	20.6	26.2	20.1	16.2	19.9
Profit (loss)	4.0	1.2	6.3	4.2	4.2	97.9	4.1	1.3	6.4	4.2	4.3
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5731 - Wholesale Industrial Machinery, Equipment and Supplies

Businesses primarily engaged in wholesale dealing in any type of new and used industrial machinery, equipment, supplies and parts, including non-electric powerhouse and power transmission equipment, materials handling equipment and industrial tractors. This industry also includes wholesale chemical industries machinery, equipment and supplies; wholesale compressors and vacuum pumps; wholesale conveying equipment (except farm); wholesale elevating machinery (except farm); wholesale food and beverage processing machinery; wholesale foundry machinery and equipment; wholesale hoisting machinery and equipment (except construction and forestry); wholesale industrial furnaces, kilns and ovens; wholesale industrial machinery, equipment and supplies; wholesale lift trucks (except construction and forestry); wholesale mechanical and power transmission equipment; wholesale metal working machinery; wholesale power plant machinery; wholesale power transmission equipment (except electrical); wholesale powerhouse equipment (except electrical); wholesale printing and lithographing industries machinery; wholesale pulp and paper industry machinery; wholesale industrial pumps; wholesale textile industries machinery, equipment and supplies and wholesale welding and machinery.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	480				
Low sales value (\$000's)	(1)	(1)	159	393	914
High sales value (\$000's)	(1)	159	393	914	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	89	16	41	91	209
Inventory	-	-	-	-	-
Other current assets	133	32	66	155	278
Total current assets	223	48	108	245	488
Fixed assets	40	12	45	30	72
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	12	14	10	12	13
<b>Total assets</b>	<b>275</b>	<b>74</b>	<b>163</b>	<b>287</b>	<b>573</b>
<b>Liabilities and equity</b>					
Current loans	29	9	10	27	72
Other current liabilities	112	19	48	132	250
Total current liabilities	142	28	58	158	322
Mortgages payable	-	-	-	-	-
Long term debt	4	1	3	5	6
Other liabilities	45	24	49	50	56
<b>Total liabilities</b>	<b>191</b>	<b>52</b>	<b>111</b>	<b>214</b>	<b>385</b>
<b>Total equity</b>	<b>84</b>	<b>21</b>	<b>52</b>	<b>74</b>	<b>188</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	480				
Low sales value (\$000's)	(1)	(1)	159	393	914
High sales value (\$000's)	(1)	159	393	914	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.7	1.9	1.5	1.5
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	2.4	2.1	2.9	2.0
Interest coverage ratio (times)	5.2	0.3	6.6	3.1	6.6
Debt ratio (times)	0.7	0.7	0.7	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	292				
Low sales value (\$000's)	(1)	(1)	238	448	1,001
High sales value (\$000's)	(1)	238	448	1,001	1
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	24	10	9	24	54
Depreciation	9	5	5	8	17
Other	-19	-7	-11	-25	-32
<b>Dividends</b>	-8	-2	-6	-7	-18
<b>Investment activities</b>					
Disposal of fixed assets	6	3	1	8	11
Purchase of fixed assets	-19	-12	-8	-13	-41
Increase in investment	-3	-7	-1	-1	-1
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	11	10	4	8	20
Repayment of long term debt	-7	-2	-3	-5	-18
Loans from shareholders	8	8	3	11	11
Repayment of loans from shareholders	-8	-12	-3	-4	-15
Advances & loans from government	-	-	-	-	-
Increase in equity	9	-	1	-	33
Decrease in equity	-8	-	-	-2	-29
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	-7	-7	2	-7
<b>Cash &amp; equivalents-Beginning of the year</b>	15	51	8	-2	5
<b>Cash &amp; equivalents - End of the year</b>	11	44	1	-	-2

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	3,187	760,863	31,983	399	275
less than 20	2,400	239,841	10,237	327	230
20 - 99	579	272,845	11,537	47	38
100 - 499	198	210,464	8,678	24	7
500 and over	10	37,713	1,531	1	-
1987					
Total	3,497	982,370	34,972	436	...
less than 20	2,625	312,494	11,178	358	...
20 - 99	639	377,361	13,463	60	...
100 - 499	221	253,979	8,975	17	...
500 and over	12	38,536	1,356	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Industrial Machinery Equipment and Supplies (SIC 5731)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	240				
Average sales \$	597,184	79,713	321,755	687,196	1,299,391
Average expense \$	571,612	83,122	291,401	673,189	1,238,737
Average net profit (loss) \$	25,552	-3,409	30,354	14,007	61,254
Businesses reporting a profit (No.)	206				
Average sales \$	606,739	88,495	326,733	699,352	1,312,375
Average expense \$	561,358	78,142	293,346	651,699	1,222,243
Average net profit \$	45,381	10,353	33,387	47,653	90,132
Businesses reporting a loss (No.)	34				
Average sales \$	551,439	69,305	252,216	657,517	1,226,717
Average expense \$	603,806	89,025	264,218	725,657	1,336,325
Average net loss \$	-52,367	-19,720	-12,002	-68,140	-109,608
<b>1986</b>					
Number of observations in sample	292				
Average sales \$	539,706	70,988	246,985	545,882	1,294,970
Average expense \$	514,161	64,206	227,033	518,973	1,246,431
Average net profit (loss) \$	25,545	6,782	19,952	26,909	48,539
Businesses reporting a profit (No.)	242				
Average sales \$	544,558	70,919	247,950	554,354	1,305,008
Average expense \$	503,327	58,095	220,322	514,050	1,220,842
Average net profit \$	41,231	12,824	27,628	40,304	84,166
Businesses reporting a loss (No.)	50				
Average sales \$	520,864	71,388	243,232	508,932	1,259,902
Average expense \$	557,224	99,495	253,130	540,443	1,335,828
Average net loss \$	-36,360	-28,107	-9,898	-31,511	-75,926
<b>1987</b>					
Number of observations in sample	649				
Average sales \$	531,786	68,654	222,911	515,845	1,319,732
Average expense \$	508,545	67,371	214,099	495,574	1,257,134
Average net profit (loss) \$	23,241	1,283	8,812	20,271	62,598
Businesses reporting a profit (No.)	473				
Average sales \$	536,740	73,168	228,527	514,708	1,330,557
Average expense \$	494,241	62,790	198,981	471,747	1,243,446
Average net profit \$	42,499	10,378	29,546	42,961	87,111
Businesses reporting a loss (No.)	176				
Average sales \$	512,363	61,623	213,529	518,883	1,255,415
Average expense \$	552,883	74,506	239,354	559,212	1,338,459
Average net loss \$	-40,520	-12,883	-25,825	-40,329	-83,044

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# INSURANCE AND REAL ESTATE AGENCIES

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	738					
Low sales value (\$000's)	(1)	(1)	65	123	244	
High sales value (\$000's)	(1)	65	123	244		

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	10.0	12.6	10.7	9.6	6.9	95.0	10.5	14.6	11.0	9.8	7.1
Depreciation	3.0	4.2	3.0	2.9	1.8	85.9	3.5	5.9	3.3	3.2	2.0
Repairs & maintenance	1.0	0.9	1.9	0.6	0.6	43.4	2.3	2.7	4.8	1.7	0.9
Heat, light & telephone	2.4	3.0	2.2	2.5	1.9	79.2	3.0	4.6	2.9	2.8	2.2
Rent	3.6	4.4	3.5	3.6	2.7	68.2	5.2	8.1	5.6	4.7	3.4
Personnel expenses	43.8	25.3	44.9	47.6	57.2	85.8	51.1	40.0	52.6	49.2	58.7
Financial expenses	4.9	5.2	7.7	4.1	2.5	92.5	5.3	6.3	8.5	4.2	2.6
Interest & bank charges	2.6	3.3	3.5	2.2	1.4	67.9	3.8	6.9	5.3	3.1	1.6
Professional fees	2.3	1.9	4.2	1.9	1.1	87.9	2.6	2.6	4.8	2.1	1.2
Other expenses	25.9	33.1	25.6	23.7	21.2	99.5	26.0	33.7	25.6	23.7	21.2
Profit (loss)	15.4	23.8	11.1	14.9	12.1	98.6	15.7	24.0	11.1	15.2	12.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7611 - Insurance and Real Estate Agencies

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields. Businesses engaged in real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies are included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	510				
Low sales value (\$000's)	(1)	(1)	34	167	294
High sales value (\$000's)	(1)	34	167	294	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	43	14	25	41	93
Inventory	-	-	-	-	-
Other current assets	83	39	51	66	177
Total current assets	127	53	76	106	270
Fixed assets	48	19	30	47	96
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	47	44	19	40	86
<b>Total assets</b>	<b>222</b>	<b>116</b>	<b>125</b>	<b>193</b>	<b>452</b>
<b>Liabilities and equity</b>					
Current loans	10	9	6	6	17
Other current liabilities	101	41	65	78	217
Total current liabilities	110	50	71	85	234
Mortgages payable	-	-	-	-	-
Long term debt	3	1	3	4	6
Other liabilities	50	49	27	40	82
<b>Total liabilities</b>	<b>163</b>	<b>100</b>	<b>101</b>	<b>129</b>	<b>322</b>
<b>Total equity</b>	<b>59</b>	<b>16</b>	<b>24</b>	<b>64</b>	<b>130</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	510				
Low sales value (\$000's)	(1)	(1)	34	167	294
High sales value (\$000's)	(1)	34	167	294	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.1	1.1	1.1	1.3	1.2
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.8	6.1	4.1	2.0	2.5
Interest coverage ratio (times)	7.6	...	6.1	8.0	10.2
Debt ratio (times)	0.7	0.9	0.8	0.7	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	37				
Low sales value (\$000's)	(1)	(1)	105	174	237
High sales value (\$000's)	(1)	105	174	297	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	29	18	5	23	62
Depreciation	7	2	3	10	12
Other	-6	-56	8	-	26
<b>Dividends</b>	-12	-4	-5	-14	-22
<b>Investment activities</b>					
Disposal of fixed assets	9	-	-	11	22
Purchase of fixed assets	-17	-1	-12	-21	-33
Increase in investment	-8	-4	-	-4	-23
Decrease in investment	3	4	3	3	1
<b>Financing activities</b>					
Increase in long term debt	11	-	7	18	17
Repayment of long term debt	-5	-2	-3	-7	-8
Loans from shareholders	2	1	2	1	3
Repayment of loans from shareholders	-17	-2	-2	-12	-48
Advances & loans from government	-	-	-	-	-
Increase in equity	-	1	-	-	-
Decrease in equity	-1	-1	-	-	-1
Other	-1	-	-	-	-2
<b>Increase(decrease) in cash &amp; equivalents</b>	-5	-42	6	8	6
<b>Cash &amp; equivalents-Beginning of the year</b>	40	83	29	17	32
<b>Cash &amp; equivalents - End of the year</b>	34	41	35	25	38

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	15,072	1,999,772	94,441	2,244	1,702
less than 20	14,033	873,150	41,490	2,173	1,617
20 - 99	743	484,298	22,952	50	73
100 - 499	213	341,839	15,857	18	11
500 and over	83	300,485	14,142	3	1
1987					
Total	17,598	3,480,645	122,512	2,518	...
less than 20	16,242	1,307,317	46,952	2,398	...
20 - 99	978	917,661	32,028	86	...
100 - 499	275	751,122	25,389	29	...
500 and over	103	504,545	18,143	5	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	864				
Average sales \$	218,565	39,992	86,631	175,002	572,634
Average expense \$	195,339	35,618	76,244	153,638	515,857
Average net profit (loss) \$	23,226	4,374	10,387	21,364	56,777
Businesses reporting a profit (No.)	698				
Average sales \$	219,877	39,618	86,101	173,828	579,959
Average expense \$	183,533	25,018	67,751	139,543	501,819
Average net profit \$	36,344	14,600	18,350	34,285	78,140
Businesses reporting a loss (No.)	166				
Average sales \$	212,182	40,753	88,540	178,298	541,138
Average expense \$	233,372	57,172	106,895	193,199	576,222
Average net loss \$	-21,190	-16,419	-18,355	-14,901	-35,084
<b>1986</b>					
Number of observations in sample	1,166				
Average sales \$	238,612	45,090	100,255	197,164	611,938
Average expense \$	212,733	37,802	87,560	178,977	546,533
Average net profit (loss) \$	25,879	7,288	12,695	18,187	65,345
Businesses reporting a profit (No.)	988				
Average sales \$	241,634	45,212	101,862	195,265	624,197
Average expense \$	202,445	29,808	78,999	163,513	537,460
Average net profit \$	39,189	15,404	22,863	31,752	86,737
Businesses reporting a loss (No.)	178				
Average sales \$	224,500	44,821	97,172	202,703	553,303
Average expense \$	243,457	55,466	103,989	224,095	590,277
Average net loss \$	-18,957	-10,645	-6,817	-21,392	-36,974
<b>1987</b>					
Number of observations in sample	1,026				
Average sales \$	216,854	41,793	92,233	179,473	553,917
Average expense \$	188,665	32,432	77,999	156,241	487,986
Average net profit (loss) \$	28,189	9,361	14,234	23,232	65,931
Businesses reporting a profit (No.)	808				
Average sales \$	217,572	40,989	91,978	178,968	558,353
Average expense \$	176,542	22,899	62,969	145,815	474,484
Average net profit \$	41,030	18,090	29,009	33,153	83,869
Businesses reporting a loss (No.)	218				
Average sales \$	212,188	43,794	93,077	181,339	530,541
Average expense \$	234,438	56,168	127,706	194,739	559,140
Average net loss \$	-22,250	-12,374	-34,629	-13,400	-28,599

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# JANITORIAL SERVICES

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	640					
Low sales value (\$000's)	(1)	(1)	35	50	31	51
High sales value (\$000's)	(1)	35	50	31	1	1

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	8.2	10.3	7.8	8.8	6.0	97.1	8.5	11.0	8.0	8.8	6.2
Depreciation	4.1	6.4	3.5	4.2	2.4	84.1	4.9	8.4	4.4	4.5	2.7
Repairs & maintenance	1.0	1.2	1.1	0.7	0.9	51.7	1.9	2.2	2.2	1.6	1.5
Heat, light & telephone	1.2	1.1	1.0	1.8	1.0	63.4	1.9	2.2	1.5	2.9	1.3
Rent	1.9	1.7	2.3	2.0	1.7	57.0	3.4	4.3	4.0	3.2	2.6
Personnel expenses	30.1	13.1	24.7	34.4	47.8	81.9	36.7	19.4	31.6	38.7	51.4
Financial expenses	2.6	3.9	1.9	2.3	2.6	90.0	2.9	4.6	2.2	2.5	2.6
Interest & bank charges	1.4	1.1	1.0	1.6	1.7	70.1	1.9	1.9	1.8	2.1	2.0
Professional fees	1.3	2.8	0.8	0.7	0.9	70.9	1.8	5.0	1.2	1.0	1.0
Other expenses	32.7	33.8	30.1	33.1	33.8	100.0	32.7	33.8	30.1	33.1	33.8
Profit (loss)	26.4	38.9	35.6	21.4	9.8	98.6	26.8	38.9	35.6	22.5	9.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as car service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987

## Canada, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	327				
Low sales value (\$000's)	(1)	(1)	50	97	217
High sales value (\$000's)	(1)	50	97	217	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	17	1	4	10	51
Inventory	-	-	-	-	-
Other current assets	18	2	6	14	48
Total current assets	34	3	9	24	99
Fixed assets	22	9	9	14	55
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	8	1	3	4	23
<b>Total assets</b>	<b>64</b>	<b>13</b>	<b>22</b>	<b>42</b>	<b>176</b>
<b>Liabilities and equity</b>					
Current loans	6	-	2	5	15
Other current liabilities	22	3	12	20	54
Total current liabilities	28	3	14	25	70
Mortgages payable	-	-	-	-	-
Long term debt	1	-	-	-	4
Other liabilities	17	9	8	9	40
<b>Total liabilities</b>	<b>46</b>	<b>12</b>	<b>22</b>	<b>34</b>	<b>114</b>
<b>Total equity</b>	<b>18</b>	<b>1</b>	<b>-1</b>	<b>8</b>	<b>63</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

## Canada, Janitorial Services (SIC 9953)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	327				
Low sales value (\$000's)	(1)	(1)	50	97	217
High sales value (\$000's)	(1)	50	97	217	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	1.1	0.7	1.0	1.4
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.6	11.5	-35.2	4.3	1.8
Interest coverage ratio (times)	3.8	4.5	1.0	2.6	5.0
Debt ratio (times)	0.7	0.9	1.0	0.8	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

## Canada, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	136				
Low sales value (\$000's)	(1)	(1)	72	108	242
High sales value (\$000's)	(1)	72	108	242	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	8	-	-1	3	28
Depreciation	5	2	3	4	10
Other	-	-3	6	3	-5
<b>Dividends</b>	<b>-3</b>	<b>-</b>	<b>-</b>	<b>-2</b>	<b>-10</b>
<b>Investment activities</b>					
Disposal of fixed assets	2	1	2	1	3
Purchase of fixed assets	-9	-3	-9	-5	-18
Increase in investment	-1	-	-	-	-4
Decrease in investment	-	-	-	-	-
<b>Financing activities</b>					
Increase in long term debt	3	-	1	4	7
Repayment of long term debt	-2	-1	-1	-2	-3
Loans from shareholders	4	5	-	1	9
Repayment of loans from shareholders	-2	-	-	-1	-6
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	1
Decrease in equity	-	-	-	-	-
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>1</b>	<b>-</b>	<b>7</b>	<b>10</b>
Cash & equivalents-Beginning of the year	3	1	1	-1	12
Cash & equivalents - End of the year	8	2	1	6	22

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

## Canada, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	7,647	601,455	56,878	1,671	1,036
less than 20	7,130	205,323	18,857	1,621	1,007
20 - 99	370	131,605	12,382	33	22
100 - 499	104	138,146	13,568	14	6
500 and over	43	126,381	12,071	3	1
1987					
Total	9,465	843,511	67,848	2,209	...
less than 20	8,851	288,821	22,141	2,157	...
20 - 99	454	191,595	15,600	37	...
100 - 499	111	170,935	13,860	12	...
500 and over	49	192,160	16,247	3	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours. Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	720				
Average sales \$	101,761	29,088	42,007	66,824	269,124
Average expense \$	88,341	17,261	29,104	53,987	253,013
Average net profit (loss) \$	13,420	11,827	12,903	12,837	16,111
Businesses reporting a profit (No.)	680				
Average sales \$	102,185	29,107	41,631	66,376	271,625
Average expense \$	85,584	16,773	26,199	49,430	249,933
Average net profit \$	16,601	12,334	15,432	16,946	21,692
Businesses reporting a loss (No.)	40				
Average sales \$	99,734	28,548	44,342	69,184	256,860
Average expense \$	106,016	30,838	47,123	77,388	268,113
Average net loss \$	-6,282	-2,290	-2,781	-8,804	-11,253
<b>1986</b>					
Number of observations in sample	933				
Average sales \$	118,361	31,693	45,607	75,849	320,295
Average expense \$	104,437	19,969	34,014	61,032	302,732
Average net profit (loss) \$	13,924	11,724	11,593	14,817	17,563
Businesses reporting a profit (No.)	759				
Average sales \$	116,925	31,812	45,807	74,538	315,541
Average expense \$	99,621	19,436	31,076	56,925	291,047
Average net profit \$	17,304	12,376	14,731	17,613	24,494
Businesses reporting a loss (No.)	174				
Average sales \$	124,257	29,356	44,718	83,947	339,005
Average expense \$	128,169	30,481	47,078	86,400	348,718
Average net loss \$	-3,912	-1,125	-2,360	-2,453	-9,713
<b>1987</b>					
Number of observations in sample	682				
Average sales \$	102,117	29,499	42,186	69,098	267,685
Average expense \$	87,419	17,808	27,861	54,788	249,217
Average net profit (loss) \$	14,698	11,691	14,325	14,310	18,468
Businesses reporting a profit (No.)	561				
Average sales \$	103,096	29,701	41,764	68,147	272,772
Average expense \$	84,256	16,431	25,293	51,441	243,859
Average net profit \$	18,840	13,270	16,471	16,706	28,913
Businesses reporting a loss (No.)	121				
Average sales \$	100,207	27,753	45,707	76,040	251,326
Average expense \$	106,168	29,684	49,309	79,231	266,447
Average net loss \$	-5,961	-1,931	-3,602	-3,191	-15,121

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







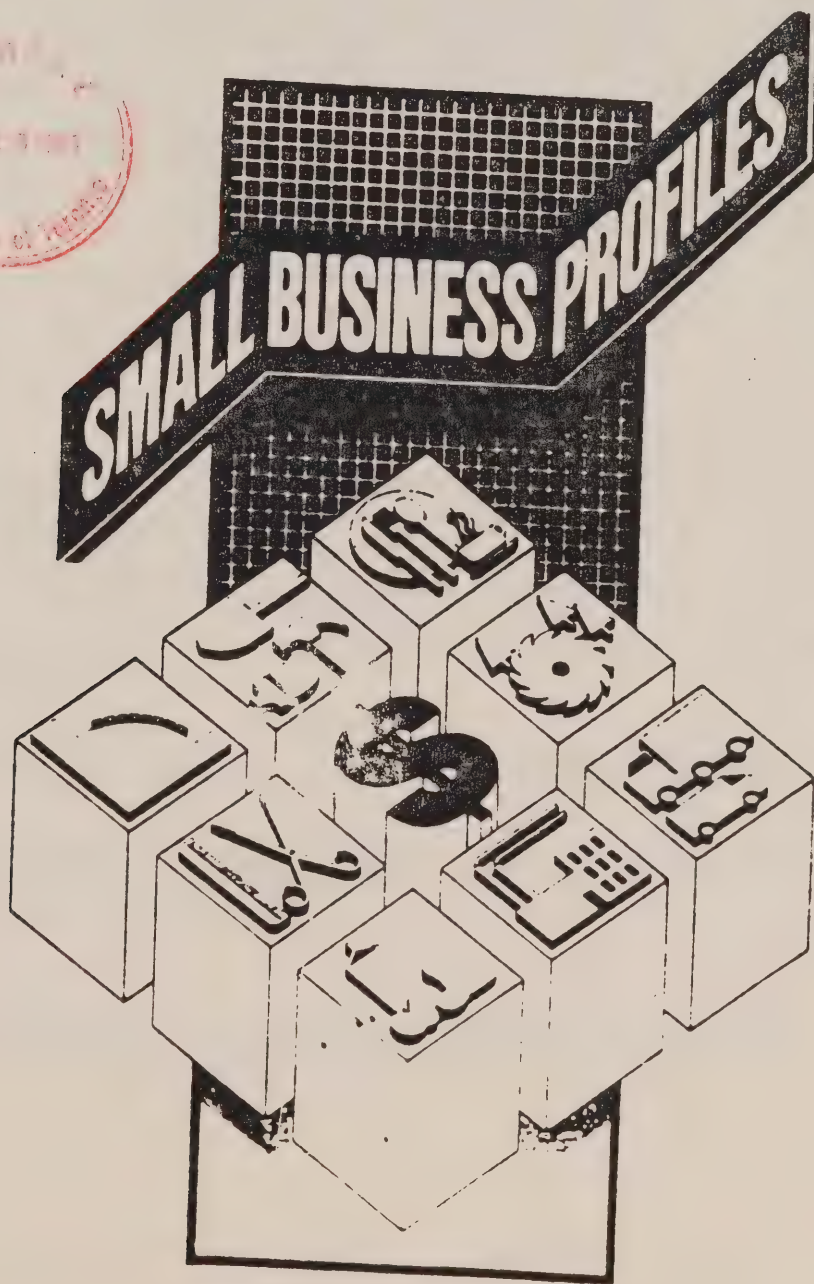
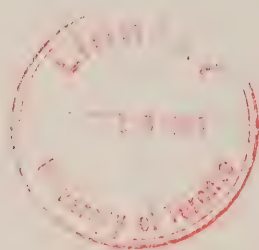
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# JEWELLERY STORES

CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Jewellery Stores (SIC 6561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	422				
Low sales value (\$000's)	(1)	(1)	51	136	301
High sales value (\$000's)	(1)	51	136	301	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	48.1	45.1	46.6	51.3	49.4	94.1	51.1	52.6	49.7	52.9	49.6
Occupancy expenses	9.8	10.9	12.3	7.8	8.3	96.7	10.2	12.4	12.5	7.8	8.3
Depreciation	1.8	2.2	1.7	1.6	1.6	87.1	2.1	2.8	2.2	1.8	1.6
Repairs & maintenance	0.8	1.0	0.8	0.8	0.6	62.2	1.3	2.1	1.4	1.1	0.8
Heat, light & telephone	1.5	2.1	1.6	1.5	1.0	88.7	1.7	2.6	1.8	1.6	1.1
Rent	5.7	5.6	8.2	3.8	5.1	74.0	7.7	9.3	10.5	5.3	6.0
Personnel expenses	16.4	11.1	14.1	20.5	19.8	87.5	18.8	14.8	18.1	21.1	19.9
Financial expenses	3.2	3.1	3.8	3.1	2.9	92.3	3.5	4.3	3.9	3.1	2.9
Interest & bank charges	2.2	1.6	2.8	2.4	2.1	74.8	3.0	3.7	3.8	2.6	2.4
Professional fees	1.0	1.6	1.0	0.7	0.8	85.2	1.2	2.4	1.0	0.8	0.8
Other expenses	16.7	20.3	16.0	15.8	14.8	100.0	16.7	20.3	16.0	15.8	14.8
Profit (loss)	5.7	9.4	7.1	1.5	4.8	97.5	5.8	9.8	7.4	1.5	4.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6561 - Jewellery Stores

Businesses primarily engaged in retail dealing in new jewellery. Many such businesses have a department engaged in watch, clock and jewellery repair. Businesses engaged in retail costume jewellery, custom jewellery, retail precious metal flatware and hollow ware, retail jewellery, retail precious metal jewellery, retail precious stone jewellery and retail watches and clocks are also included in this industry.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	322				
Low sales value (\$000's)	(1)	(1)	126	253	424
High sales value (\$000's)	(1)	126	253	424	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	10	3	6	7	26
Inventory	-	-	-	-	-
Other current assets	176	41	108	179	369
Total current assets	186	43	114	187	394
Fixed assets	37	8	36	34	68
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	14	11	10	7	28
<b>Total assets</b>	<b>237</b>	<b>62</b>	<b>160</b>	<b>227</b>	<b>490</b>
<b>Liabilities and equity</b>					
Current loans	25	4	15	26	55
Other current liabilities	77	19	51	83	154
Total current liabilities	102	22	65	110	209
Mortgages payable	-	-	-	-	-
Long term debt	5	2	2	7	7
Other liabilities	49	17	41	48	88
<b>Total liabilities</b>	<b>156</b>	<b>41</b>	<b>109</b>	<b>164</b>	<b>304</b>
<b>Total equity</b>	<b>81</b>	<b>21</b>	<b>51</b>	<b>63</b>	<b>187</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Jewellery Stores (SIC 6561)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	322				
Low sales value (\$000's)	(1)	(1)	126	253	424
High sales value (\$000's)	(1)	126	253	424	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.8	2.0	1.7	1.7	1.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.9	1.9	2.2	2.6	1.6
Interest coverage ratio (times)	2.5	0.6	0.9	2.2	3.5
Debt ratio (times)	0.7	0.7	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Jewellery Stores (SIC 6561)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	194				
Low sales value (\$000's)	(1)	(1)	163	275	469
High sales value (\$000's)	(1)	163	275	469	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	11	4	-4	10	33
Depreciation	7	4	4	8	14
Other	-9	-2	-2	-3	-28
<b>Dividends</b>	-4	-9	-	-4	-5
<b>Investment activities</b>					
Disposal of fixed assets	1	-	-	1	3
Purchase of fixed assets	-13	-	-9	-16	-26
Increase in investment	-2	-	-5	-	-3
Decrease in investment	1	-	2	1	1
<b>Financing activities</b>					
Increase in long term debt	10	4	7	18	10
Repayment of long term debt	-20	-54	-7	-11	-10
Loans from shareholders	7	5	10	3	11
Repayment of loans from shareholders	-6	-	-4	-6	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	-	-	-	-	-
Decrease in equity	-1	-	-	-	-2
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	-17	-48	-9	-	-13
<b>Cash &amp; equivalents-Beginning of the year</b>	13	71	-1	-14	1
<b>Cash &amp; equivalents - End of the year</b>	-4	23	-10	-13	-12

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Jewellery Stores (SIC 6561)

				Changes in number of businesses with paid employees	
Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Newly reporting(2)	No longer reporting(3)
1984					
Total	2,686	217,728	20,429	362	251
less than 20	2,540	95,668	9,043	352	243
20 - 99	105	30,509	2,824	6	8
100 - 499	22	14,377	1,302	4	-
500 and over	19	77,174	7,260	-	-
1987					
Total	3,014	264,060	21,552	448	...
less than 20	2,861	118,400	9,647	430	...
20 - 99	108	38,261	3,090	12	...
100 - 499	26	24,528	2,041	6	...
500 and over	19	82,871	6,774	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Jewellery Stores (SIC 6561)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	788				
Average sales \$	190,694	41,896	82,743	156,531	481,507
Average expense \$	178,887	38,222	76,235	150,790	450,300
Average net profit (loss) \$	11,807	3,674	6,508	5,741	31,307
Businesses reporting a profit (No.)	686				
Average sales \$	188,919	42,108	83,473	149,504	480,589
Average expense \$	171,911	34,283	73,638	137,960	441,764
Average net profit \$	17,008	7,825	9,835	11,544	38,825
Businesses reporting a loss (No.)	102				
Average sales \$	196,723	41,492	79,334	173,549	492,516
Average expense \$	214,422	45,713	88,381	181,866	541,726
Average net loss \$	-17,699	-4,221	-9,047	-8,317	-49,210
<b>1986</b>					
Number of observations in sample	316				
Average sales \$	221,258	41,621	90,566	190,094	562,749
Average expense \$	213,089	43,487	86,378	184,078	538,413
Average net profit (loss) \$	8,169	-1,866	4,188	6,016	24,336
Businesses reporting a profit (No.)	248				
Average sales \$	226,376	43,114	90,597	189,886	581,908
Average expense \$	208,115	33,172	79,168	172,021	548,100
Average net profit \$	18,261	9,942	11,429	17,865	33,808
Businesses reporting a loss (No.)	67				
Average sales \$	201,117	40,866	90,507	190,666	482,428
Average expense \$	215,955	48,701	100,198	217,121	497,800
Average net loss \$	-14,838	-7,835	-9,691	-26,455	-15,372
<b>1987</b>					
Number of observations in sample	570				
Average sales \$	233,967	37,678	90,771	203,399	604,020
Average expense \$	222,199	32,294	85,772	199,455	571,273
Average net profit (loss) \$	11,768	5,384	4,999	3,944	32,747
Businesses reporting a profit (No.)	440				
Average sales \$	236,093	38,380	88,429	201,204	616,359
Average expense \$	217,151	29,450	78,650	185,516	574,987
Average net profit \$	18,942	8,930	9,779	15,688	41,372
Businesses reporting a loss (No.)	130				
Average sales \$	217,714	33,647	96,813	207,284	533,111
Average expense \$	231,706	48,626	104,140	224,125	549,932
Average net loss \$	-13,992	-14,379	-7,327	-16,841	-16,821

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# LAND DEVELOPERS

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## CANADA

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### 1987

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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Land Developers (SIC 4491)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	167					
Low sales value (\$000's)	(1)	(1)	61	166	446	
High sales value (\$000's)	(1)	61	166	446	111	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	15.1	16.3	9.7	10.4	23.7	34.0	44.5	47.9	35.4	23.8	60.1
Occupancy expenses	3.6	3.8	7.4	1.9	1.2	53.2	6.8	8.1	14.1	3.5	2.1
Depreciation	1.8	2.1	3.5	1.1	0.6	42.1	4.3	6.7	8.7	2.3	1.2
Repairs & maintenance	1.0	0.9	2.6	0.4	0.1	21.1	4.7	11.6	9.4	2.0	0.5
Heat, light & telephone	0.3	0.2	0.2	0.2	0.3	25.6	1.0	2.0	1.2	0.7	0.8
Rent	0.5	0.5	1.1	0.3	0.2	23.1	2.3	1.7	4.7	1.7	0.8
Personnel expenses	14.8	19.8	23.3	8.6	7.4	55.0	26.8	42.6	40.4	19.2	10.4
Financial expenses	9.7	13.2	15.7	5.4	4.4	92.7	10.4	13.7	16.1	7.0	4.4
Interest & bank charges	4.4	5.6	4.5	4.0	3.5	69.4	6.3	8.2	6.0	7.2	4.4
Professional fees	5.3	7.6	11.3	1.4	0.9	87.9	6.0	9.3	11.8	1.9	0.9
Other expenses	52.9	54.0	49.9	60.0	48.2	99.9	53.0	54.0	49.9	60.1	48.3
Profit (loss)	4.0	-7.1	-6.0	13.7	15.2	99.1	4.0	-7.1	-6.1	14.1	15.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4491 - Land Developers

Businesses primarily engaged in the acquisition, assembly, subdivision and servicing of land for subsequent resale to builders. Included are businesses engaged in land development for building lot subdividing, land developers, land assembling and developing and land development for land servicing (hydro, sewer and water).

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Land Developers (SIC 4491)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	61	169	474
High sales value (\$000's)	(1)	61	169	474	
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	24	5	10	46	32
Inventory	-	-	-	-	-
Other current assets	454	818	313	222	484
Total current assets	478	823	323	268	526
Fixed assets	71	21	53	76	132
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	138	28	186	181	146
<b>Total assets</b>	<b>686</b>	<b>872</b>	<b>562</b>	<b>526</b>	<b>804</b>
<b>Liabilities and equity</b>					
Current loans	17	1	11	10	44
Other current liabilities	200	28	57	361	348
Total current liabilities	217	29	67	371	391
Mortgages payable	-	-	-	-	-
Long term debt	2	-	-	-	6
Other liabilities	395	740	414	216	233
<b>Total liabilities</b>	<b>614</b>	<b>769</b>	<b>482</b>	<b>588</b>	<b>631</b>
<b>Total equity</b>	<b>73</b>	<b>104</b>	<b>80</b>	<b>-62</b>	<b>174</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Land Developers (SIC 4491)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	122				
Low sales value (\$000's)	(1)	(1)	61	169	474
High sales value (\$000's)	(1)	61	169	474	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.2	28.3	4.8	0.7	1.3
<b>Leverage ratios</b>					
Debt/equity ratio (times)	8.4	7.4	6.1	-9.5	3.6
Interest coverage ratio (times)	5.2	-	0.4	5.0	6.2
Debt ratio (times)	0.9	0.9	0.9	1.1	0.8

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987

Canada, Land Developers (SIC 4491)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	60				
Low sales value (\$000's)	(1)	(1)	67	101	495
High sales value (\$000's)	(1)	67	101	495	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	56	3	-	49	169
Depreciation	3	1	-	4	6
Other	81	-16	71	25	235
<b>Dividends</b>	-20	-	-	-72	-8
<b>Investment activities</b>					
Disposal of fixed assets	35	49	8	12	72
Purchase of fixed assets	-39	-5	-29	-112	-7
Increase in investment	-158	-14	-26	-245	-341
Decrease in investment	21	17	5	58	6
<b>Financing activities</b>					
Increase in long term debt	132	8	22	305	191
Repayment of long term debt	-42	-39	-75	-8	-46
Loans from shareholders	39	13	4	59	79
Repayment of loans from shareholders	-82	-9	-7	-19	-287
Advances & loans from government	2	-	-	-	-
Increase in equity	1	-	2	-	-
Decrease in equity	-	-	-	-	-
Other	1	-1	-	11	-7
<b>Increase(decrease) in cash &amp; equivalents</b>	30	6	-24	67	70
<b>Cash &amp; equivalents-Beginning of the year</b>	50	2	-	153	46
<b>Cash &amp; equivalents - End of the year</b>	80	7	-24	221	115

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987

Canada, Land Developers (SIC 4491)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	2,142	267,328	14,980	410	268
less than 20	2,002	84,146	4,638	398	256
20 - 99	93	53,106	2,961	10	12
100 - 499	37	69,915	4,055	2	-
500 and over	10	60,161	3,326	-	-
1987					
Total	2,388	369,766	16,847	548	...
less than 20	2,200	128,734	5,908	511	...
20 - 99	142	103,935	4,680	27	...
100 - 499	37	91,391	4,101	10	...
500 and over	9	45,706	2,158	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Land Developers (SIC 4491)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	309				
Average sales \$	297,773	45,644	97,982	222,209	825,256
Average expense \$	239,682	53,859	63,618	215,728	752,759
Average net profit (loss) \$	58,091	-8,215	34,364	6,481	72,497
Businesses reporting a profit (No.)	208				
Average sales \$	297,936	51,574	99,748	222,497	817,923
Average expense \$	140,039	42,367	292,165	181,907	628,048
Average net profit \$	157,897	9,207	-192,417	40,590	189,875
Businesses reporting a loss (No.)	101				
Average sales \$	301,630	42,313	95,873	221,544	846,791
Average expense \$	420,643	60,313	209,307	293,900	1,119,051
Average net loss \$	-119,013	-18,000	-113,434	-72,356	-272,260
<b>1986</b>					
Number of observations in sample	372				
Average sales \$	290,606	38,572	93,173	210,757	819,920
Average expense \$	273,848	36,657	121,227	199,343	738,163
Average net profit (loss) \$	16,758	1,915	-28,054	11,414	81,757
Businesses reporting a profit (No.)	256				
Average sales \$	304,024	39,569	97,915	207,624	870,988
Average expense \$	242,911	22,690	70,607	181,835	716,513
Average net profit \$	61,113	16,879	27,308	45,789	154,475
Businesses reporting a loss (No.)	106				
Average sales \$	255,401	35,748	88,131	219,891	677,835
Average expense \$	339,577	76,206	175,034	308,671	798,398
Average net loss \$	-84,176	-40,458	-86,903	-88,780	-120,563
<b>1987</b>					
Number of observations in sample	424				
Average sales \$	340,242	43,317	79,833	282,740	955,076
Average expense \$	284,209	53,054	74,202	245,586	763,993
Average net profit (loss) \$	56,033	-9,737	5,631	37,154	191,083
Businesses reporting a profit (No.)	311				
Average sales \$	350,983	43,463	78,201	289,004	993,263
Average expense \$	267,878	25,855	52,928	224,312	768,417
Average net profit \$	83,105	17,608	25,273	64,692	224,846
Businesses reporting a loss (No.)	113				
Average sales \$	271,506	43,056	81,605	254,337	707,025
Average expense \$	319,032	101,536	97,293	342,044	735,256
Average net loss \$	-47,526	-58,480	-15,688	-87,707	-28,231

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# (POWER) LAUNDRIES &/OR DRY CLEANERS

## CANADA

### 1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%						
Businesses in sample (No.)	312										
Low sales value (\$000's)	(1)	(1)	61	111	200						
High sales value (\$000's)	(1)	81	111	200	(1)						
Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	4.6	3.3	4.1	4.9	6.2	43.7	10.7	13.8	8.4	10.0	12.0
Occupancy expenses	25.7	31.4	30.4	23.2	17.9	99.5	25.8	31.4	30.4	23.5	18.0
Depreciation	6.4	7.3	7.9	6.4	4.1	92.5	6.9	8.6	8.2	7.0	4.2
Repairs & maintenance	3.3	3.5	3.9	2.9	2.8	90.0	3.7	4.4	4.2	3.1	3.1
Heat, light & telephone	6.7	8.5	8.2	5.0	5.2	94.3	7.1	9.8	8.3	5.3	5.4
Rent	9.3	12.1	10.5	8.9	5.8	77.5	12.0	18.4	12.2	11.2	7.3
Personnel expenses	33.4	18.6	29.0	38.1	47.2	93.5	35.7	24.9	29.0	38.6	47.4
Financial expenses	4.9	5.8	6.6	4.2	3.2	96.8	5.1	6.2	6.6	4.4	3.2
Interest & bank charges	3.9	4.7	5.5	3.2	2.2	89.3	4.4	5.5	5.7	3.7	2.5
Professional fees	1.0	1.1	1.0	1.0	1.0	85.5	1.2	1.4	1.2	1.1	1.1
Other expenses	24.8	30.3	26.2	22.3	20.8	100.0	24.8	30.3	26.2	22.3	20.8
Profit (loss)	6.5	10.7	3.7	7.3	4.7	97.1	6.7	10.7	4.1	7.3	4.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9721 - Power Laundries and/or Dry Cleaners

Businesses primarily engaged in operating mechanical laundries and plants which dry clean and/or dye apparel and household fabrics. These businesses include dry cleaners (except self-servicel), power laundry services (except self-servicel) and power laundry and dry cleaning plants.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Power Laundries and/or Dry Cleaners (SIC 9721)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	109	166	301
High sales value (\$000's)	(1)	103	166	301	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	8	1	2	6	21
Inventory	-	-	-	-	-
Other current assets	31	8	20	32	64
Total current assets	39	9	23	38	85
Fixed assets	79	50	61	60	146
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	26	10	24	32	39
<b>Total assets</b>	<b>145</b>	<b>69</b>	<b>108</b>	<b>130</b>	<b>270</b>
<b>Liabilities and equity</b>					
Current loans	9	4	8	6	19
Other current liabilities	31	13	20	33	59
Total current liabilities	40	17	28	39	77
Mortgages payable	-	-	-	-	-
Long term debt	14	19	14	9	13
Other liabilities	55	34	45	55	85
<b>Total liabilities</b>	<b>109</b>	<b>70</b>	<b>86</b>	<b>103</b>	<b>175</b>
<b>Total equity</b>	<b>36</b>	<b>-1</b>	<b>21</b>	<b>27</b>	<b>95</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Power Laundries and/or Dry Cleaners (SIC 9721)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	226				
Low sales value (\$000's)	(1)	(1)	109	166	301
High sales value (\$000's)	(1)	103	166	301	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.0	0.5	0.8	1.0	1.1
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.1	-54.4	4.0	3.9	1.8
Interest coverage ratio (times)	2.0	...	2.1	2.7	3.0
Debt ratio (times)	0.8	1.0	0.8	0.8	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	94				
Low sales value (\$000's)	(1)	(1)	111	155	293
High sales value (\$000's)	(1)	111	155	293	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	7	2	5	-2	24
Depreciation	13	7	10	15	20
Other	-7	-21	5	-1	-11
<b>Dividends</b>	-5	-	-6	-3	-10
<b>Investment activities</b>					
Disposal of fixed assets	13	24	-	1	27
Purchase of fixed assets	-18	-5	-11	-9	-44
Increase in investment	-1	-	-	-2	-3
Decrease in investment	4	-	-	-	15
<b>Financing activities</b>					
Increase in long term debt	9	3	4	9	21
Repayment of long term debt	-17	-14	-8	-11	-33
Loans from shareholders	9	8	18	4	7
Repayment of loans from shareholders	-8	-	-17	-3	-13
Advances & loans from government	-	-	-	-	1
Increase in equity	2	-	-	-	8
Decrease in equity	-1	-	-	-	-3
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	3	-1	-2	6
<b>Cash &amp; equivalents-Beginning of the year</b>	7	-	-1	13	14
<b>Cash &amp; equivalents - End of the year</b>	8	3	-2	11	20

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,380	407,545	36,775	710	420
less than 20	4,064	148,980	13,471	674	411
20 - 99	246	99,478	9,017	22	8
100 - 499	50	77,689	6,887	10	1
500 and over	20	81,398	7,400	4	-
1987					
Total	4,802	521,124	38,533	894	...
less than 20	4,482	188,597	14,154	864	...
20 - 99	254	125,794	9,319	25	...
100 - 499	51	106,535	7,886	5	...
500 and over	15	100,198	7,174	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Power Laundries and/or Dry Cleaners (SIC 9721)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	278				
Average sales \$	131,708	37,784	66,910	102,639	319,500
Average expense \$	118,842	33,460	58,632	93,744	288,733
Average net profit (loss) \$	13,066	4,324	8,278	8,895	30,767
Businesses reporting a profit (No.)	229				
Average sales \$	130,145	37,519	67,966	97,980	317,115
Average expense \$	111,285	27,431	53,483	83,598	280,626
Average net profit \$	18,860	10,088	14,483	14,382	36,489
Businesses reporting a loss (No.)	49				
Average sales \$	138,855	38,670	64,824	113,955	337,971
Average expense \$	148,095	53,660	68,805	118,387	351,527
Average net loss \$	-9,240	-14,990	-3,981	-4,432	-13,556
<b>1986</b>					
Number of observations in sample	285				
Average sales \$	180,715	47,287	81,029	131,323	463,219
Average expense \$	171,890	44,445	76,686	121,545	444,885
Average net profit (loss) \$	8,825	2,842	4,343	9,778	18,334
Businesses reporting a profit (No.)	239				
Average sales \$	183,585	45,485	80,089	130,847	477,920
Average expense \$	165,137	36,780	68,522	117,585	437,660
Average net profit \$	18,448	8,705	11,567	13,262	40,260
Businesses reporting a loss (No.)	46				
Average sales \$	174,555	50,607	85,266	133,263	429,084
Average expense \$	192,845	58,564	113,471	137,682	461,663
Average net loss \$	-18,290	-7,957	-28,205	-4,419	-32,579
<b>1987</b>					
Number of observations in sample	498				
Average sales \$	168,062	40,402	88,015	153,327	390,503
Average expense \$	158,954	36,197	84,930	142,252	372,435
Average net profit (loss) \$	9,108	4,205	3,085	11,075	18,068
Businesses reporting a profit (No.)	335				
Average sales \$	168,033	39,120	87,851	152,018	393,143
Average expense \$	150,130	29,309	76,116	134,930	360,164
Average net profit \$	17,903	9,811	11,735	17,088	32,979
Businesses reporting a loss (No.)	163				
Average sales \$	168,300	43,532	88,337	156,948	384,382
Average expense \$	179,625	52,995	102,119	162,509	400,876
Average net loss \$	-11,325	-9,463	-13,782	-5,561	-16,494

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.





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# SELF-SERVE LAUNDRIES &/OR DRY CLEANERS

## CANADA

1987



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TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	85					
Low sales value (\$000's)	(1)	(1)	33	43	81	
High sales value (\$000's)	(1)	33	43	81	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	2.7	-	0.2	5.9	4.9	18.1	15.0	-	4.1	36.2	10.5
Occupancy expenses	40.2	51.2	45.4	33.1	31.6	100.0	40.2	51.2	45.4	33.1	31.6
Depreciation	9.5	11.3	12.8	9.3	5.2	93.6	10.2	11.3	13.5	11.1	5.5
Repairs & maintenance	4.5	3.5	6.7	5.3	2.9	92.4	4.9	4.0	6.7	5.9	3.1
Heat, light & telephone	13.7	20.0	13.9	10.0	10.8	92.8	14.7	20.0	18.3	10.3	10.9
Rent	12.5	16.4	11.9	8.6	12.7	71.0	17.6	26.0	20.3	11.1	15.1
Personnel expenses	14.7	6.3	14.1	13.7	23.2	71.8	20.4	8.2	26.1	17.7	29.2
Financial expenses	8.0	5.4	13.3	9.2	4.3	96.1	8.3	6.1	13.3	9.6	4.3
Interest & bank charges	6.9	4.7	12.5	7.3	3.2	89.9	7.6	5.4	14.1	7.9	3.5
Professional fees	1.1	0.7	0.8	2.0	1.0	73.8	1.5	1.7	0.9	2.6	1.2
Other expenses	24.5	18.6	22.4	32.8	24.9	100.0	24.5	18.6	22.4	32.8	24.9
Profit (loss)	9.9	18.4	4.6	5.2	11.2	100.0	9.9	18.4	4.6	5.2	11.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9723 - Self-Serve Laundries and/or Dry Cleaners

Businesses primarily engaged in providing coin-operated automatic laundry and/or dry cleaning facilities for the use of the public. Included in this industry are businesses engaged in coin-operated dry cleaners, coin-operated laundries, self-serve dry cleaners and self-serve laundries.

**TABLE 2. Balance sheet profile for incorporated businesses only, 1987**  
**Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	-	--	--	--	--
Accounts and notes receivable	4	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	12	--	--	--	--
Total current assets	17	--	--	--	--
Fixed assets	59	--	--	--	--
Less: Accum. dep. on fixed assets	-	--	--	--	--
Other assets	21	--	--	--	--
<b>Total assets</b>	<b>97</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	4	--	--	--	--
Other current liabilities	21	--	--	--	--
Total current liabilities	25	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	7	--	--	--	--
Other liabilities	50	--	--	--	--
<b>Total liabilities</b>	<b>81</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>15</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1987**  
**Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)**

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	43				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	5.3	--	--	--	--
Interest coverage ratio (times)	1.9	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	2	--	--	--	--
Depreciation	10	--	--	--	--
Other	8	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	1	--	--	--	--
Purchase of fixed assets	-35	--	--	--	--
Increase in investment	-43	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	65	--	--	--	--
Repayment of long term debt	-3	--	--	--	--
Loans from shareholders	3	--	--	--	--
Repayment of loans from shareholders	-2	--	--	--	--
Advances & loans from government	1	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-2	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>4</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
Cash & equivalents-Beginning of the year	4	--	--	--	--
Cash & equivalents - End of the year	7	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,380	407,545	36,775	710	420
less than 20	4,064	148,980	13,471	674	411
20 - 99	246	99,478	9,017	22	8
100 - 499	50	77,689	6,887	10	1
500 and over	20	81,398	7,400	4	-
1987					
Total	4,802	521,124	38,533	894	---
less than 20	4,482	188,597	14,154	864	---
20 - 99	254	125,794	9,319	25	---
100 - 499	51	106,535	7,886	5	---
500 and over	15	100,198	7,174	-	---

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Self-Serve Laundries and/or Dry Cleaners (SIC 9723)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	119				
Average sales \$	85,900	27,409	43,180	65,676	207,334
Average expense \$	78,480	20,602	41,212	58,199	193,905
Average net profit (loss) \$	7,420	6,807	1,968	7,477	13,429
Businesses reporting a profit (No.)	99				
Average sales \$	82,060	27,450	42,691	63,484	194,616
Average expense \$	71,543	20,400	35,756	50,049	179,966
Average net profit \$	10,517	7,050	6,935	13,435	14,650
Businesses reporting a loss (No.)	20				
Average sales \$	153,091	26,246	44,454	69,665	472,000
Average expense \$	159,690	26,330	55,405	73,026	484,000
Average net loss \$	-6,599	-84	-10,951	-3,361	-12,000
<b>1986</b>					
Number of observations in sample	101				
Average sales \$	81,057	27,917	38,280	71,928	186,102
Average expense \$	74,740	26,605	32,501	63,020	176,833
Average net profit (loss) \$	6,317	1,312	5,779	8,908	9,269
Businesses reporting a profit (No.)	86				
Average sales \$	80,748	27,521	38,506	70,727	186,237
Average expense \$	72,276	21,484	32,001	59,373	176,246
Average net profit \$	8,472	6,037	6,505	11,354	9,991
Businesses reporting a loss (No.)	15				
Average sales \$	81,709	28,764	35,864	80,849	181,357
Average expense \$	90,717	37,558	37,820	90,112	197,379
Average net loss \$	-9,008	-8,794	-1,956	-9,263	-16,022
<b>1987</b>					
Number of observations in sample	94				
Average sales \$	81,439	29,606	39,037	59,338	197,773
Average expense \$	76,382	24,202	38,248	57,341	185,736
Average net profit (loss) \$	5,057	5,404	789	1,997	12,037
Businesses reporting a profit (No.)	68				
Average sales \$	80,284	29,430	38,820	61,604	191,283
Average expense \$	68,901	23,109	31,082	48,173	173,239
Average net profit \$	11,383	6,321	7,738	13,431	18,044
Businesses reporting a loss (No.)	26				
Average sales \$	89,962	30,721	39,302	57,440	232,383
Average expense \$	98,877	31,122	46,988	65,021	252,375
Average net loss \$	-8,915	-401	-7,686	-7,581	-19,992

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# LAUNDRY AND CLEANERS

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987  
Canada, Laundry and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	540				
Low sales value (\$000's)	(1)	(1)	42	85	159
High sales value (\$000's)	(1)	42	85	159	(1)

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Occupancy expenses	25.7	33.1	26.2	24.5	19.1	99.7	25.8	33.1	26.2	24.7	19.1
Depreciation	6.9	8.6	7.8	6.3	5.0	93.0	7.4	9.6	8.3	6.9	5.1
Repairs & maintenance	3.1	3.5	3.5	2.9	2.5	81.9	3.8	4.9	4.3	3.4	2.7
Heat, light & telephone	7.3	9.8	7.7	6.3	5.3	89.2	8.2	12.8	8.7	6.8	5.5
Rent	8.4	11.3	7.2	9.1	6.2	72.6	11.6	17.2	11.3	11.0	8.0
Personnel expenses	27.4	9.8	22.2	33.0	44.3	84.5	32.4	18.0	25.7	34.0	44.5
Financial expenses	5.0	6.3	5.4	4.7	3.7	95.1	5.3	7.3	5.5	4.9	3.7
Interest & bank charges	4.0	5.5	4.1	3.6	2.7	84.6	4.7	7.0	5.1	4.3	2.9
Professional fees	1.0	0.8	1.3	1.1	1.0	82.2	1.3	1.2	1.5	1.3	1.1
Other expenses	32.3	36.1	33.3	31.6	28.1	100.0	32.3	36.1	33.3	31.6	28.1
Profit (loss)	9.6	14.7	12.8	6.2	4.9	97.8	9.8	14.7	13.1	6.5	4.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

SIC 9720 - Laundries and Cleaners

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.



TABLE 2. Balance sheet profile for incorporated businesses only, 1987  
Canada, Laundry and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	352				
Low sales value (\$000's)	(1)	(1)	82	146	249
High sales value (\$000's)	(1)	82	146	249	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	10	2	3	6	27
Inventory	-	-	-	-	-
Other current assets	25	5	15	24	55
Total current assets	34	7	18	30	81
Fixed assets	73	39	51	60	139
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	22	8	17	21	40
<b>Total assets</b>	<b>129</b>	<b>54</b>	<b>86</b>	<b>112</b>	<b>261</b>
<b>Liabilities and equity</b>					
Current loans	8	1	3	8	20
Other current liabilities	29	11	17	28	59
Total current liabilities	37	12	20	36	78
Mortgages payable	-	-	-	-	-
Long term debt	10	6	7	12	14
Other liabilities	51	36	45	48	76
<b>Total liabilities</b>	<b>98</b>	<b>54</b>	<b>73</b>	<b>96</b>	<b>169</b>
<b>Total equity</b>	<b>30</b>	<b>-1</b>	<b>13</b>	<b>16</b>	<b>92</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987  
Canada, Laundry and Cleaners (SIC 972)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	352				
Low sales value (\$000's)	(1)	(1)	82	146	249
High sales value (\$000's)	(1)	82	146	249	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.9	0.6	0.9	0.8	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	3.2	-88.8	5.5	6.1	1.8
Interest coverage ratio (times)	2.2	0.7	0.8	2.2	3.3
Debt ratio (times)	0.8	1.0	0.8	0.9	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Laundry and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	157				
Low sales value (\$000's)	(1)	(1)	85	151	275
High sales value (\$000's)	(1)	85	151	275	(1)
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	6	3	-	-3	25
Depreciation	16	8	10	14	29
Other	-5	-11	4	-7	-6
<b>Dividends</b>	-3	-	-2	-1	-7
<b>Investment activities</b>					
Disposal of fixed assets	8	12	-	1	21
Purchase of fixed assets	-26	-32	-9	-7	-58
Increase in investment	-13	-42	-2	-1	-7
Decrease in investment	3	-	-	-	10
<b>Financing activities</b>					
Increase in long term debt	25	66	4	7	27
Repayment of long term debt	-11	-4	-10	-7	-23
Loans from shareholders	6	2	11	3	8
Repayment of loans from shareholders	-6	-	-8	-2	-13
Advances & loans from government	-	-	-	-	1
Increase in equity	1	-	-	-	6
Decrease in equity	-1	-	-	-1	-2
Other	-	-	-	-	-1
<b>Increase(decrease) in cash &amp; equivalents</b>	1	1	-2	-4	9
<b>Cash &amp; equivalents-Beginning of the year</b>	5	7	3	11	-1
<b>Cash &amp; equivalents - End of the year</b>	6	8	1	8	8

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Laundry and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,380	407,545	36,775	710	420
less than 20	4,064	148,980	13,471	674	411
20 - 99	246	99,478	9,017	22	8
100 - 499	50	77,689	6,887	10	1
500 and over	20	81,398	7,400	4	-
1987					
Total	4,802	521,124	38,533	894	...
less than 20	4,482	188,597	14,154	864	...
20 - 99	254	125,794	9,319	25	...
100 - 499	51	106,535	7,886	5	...
500 and over	15	100,198	7,174	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Laundry and Cleaners (SIC 972)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	557				
Average sales \$	124,528	32,272	55,323	92,609	317,908
Average expense \$	112,281	25,013	48,738	83,141	292,231
Average net profit (loss) \$	12,247	7,259	6,585	9,468	25,677
Businesses reporting a profit (No.)	466				
Average sales \$	125,953	32,355	55,751	91,361	324,345
Average expense \$	107,922	22,438	44,048	75,871	289,330
Average net profit \$	18,031	9,917	11,703	15,490	35,015
Businesses reporting a loss (No.)	91				
Average sales \$	118,323	31,703	54,139	95,781	291,667
Average expense \$	127,523	42,696	61,714	101,625	304,055
Average net loss \$	-9,200	-10,993	-7,575	-5,844	-12,388
<b>1986</b>					
Number of observations in sample	526				
Average sales \$	141,933	32,691	60,044	102,950	372,048
Average expense \$	132,586	27,026	53,863	94,829	354,825
Average net profit (loss) \$	9,347	5,665	6,381	8,121	17,223
Businesses reporting a profit (No.)	449				
Average sales \$	138,505	33,007	60,158	101,304	359,550
Average expense \$	122,540	23,884	49,199	86,462	330,613
Average net profit \$	15,965	9,123	10,959	14,842	28,937
Businesses reporting a loss (No.)	77				
Average sales \$	154,960	31,814	59,579	108,469	419,979
Average expense \$	169,546	35,763	71,869	122,872	447,679
Average net loss \$	-14,586	-3,949	-12,290	-14,403	-27,700
<b>1987</b>					
Number of observations in sample	755				
Average sales \$	139,821	34,370	60,604	114,810	349,500
Average expense \$	130,220	29,507	52,906	106,877	331,588
Average net profit (loss) \$	9,601	4,863	7,698	7,933	17,912
Businesses reporting a profit (No.)	533				
Average sales \$	144,361	34,792	62,886	114,817	364,949
Average expense \$	126,819	25,672	48,081	100,912	332,609
Average net profit \$	17,542	9,120	14,805	13,905	32,340
Businesses reporting a loss (No.)	222				
Average sales \$	129,592	33,297	55,827	114,786	314,458
Average expense \$	139,361	39,262	63,003	125,905	329,272
Average net loss \$	-9,769	-5,965	-7,176	-11,119	-14,814

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes







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# LOGGING INDUSTRY

CANADA

1987



SMALL BUSINESS OFFICE



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TABLE 1. Selected operating ratios, in percent of sales, 1987

Canada, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	1,169					
Low sales value (\$000's)	(1)	(1)	40	83	193	
High sales value (\$000's)	(1)	40	83	193	(1)	

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Depreciation	10.7	11.7	12.3	10.2	8.8	89.9	11.9	13.7	13.3	11.5	9.4
Repairs & maintenance	12.6	18.3	12.2	11.1	8.9	72.4	17.4	24.0	19.9	14.9	11.5
Heat, light & telephone	0.6	0.7	0.5	0.6	0.4	54.0	1.0	1.5	1.1	1.1	0.6
Rent	2.0	2.4	0.6	2.3	2.6	33.0	6.0	13.0	2.8	5.7	4.9
Personnel expenses	18.4	6.5	13.0	24.0	29.8	69.5	26.5	28.1	19.1	26.8	31.0
Financial expenses	4.4	6.0	4.5	4.0	3.2	94.2	4.7	6.8	4.9	4.0	3.3
Interest & bank charges	3.7	5.5	3.8	3.0	2.5	80.3	4.6	8.9	5.0	3.3	2.8
Professional fees	0.7	0.5	0.7	1.0	0.7	79.1	0.9	0.8	0.8	1.1	0.7
Other expenses	36.9	37.3	37.2	36.7	36.6	100.0	36.9	37.3	37.2	36.7	36.6
Profit (loss)	14.4	17.1	19.8	11.2	9.7	99.4	14.5	17.1	20.0	11.3	9.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 0411 - Logging Industry

Businesses primarily engaged in harvesting hardwood and softwood trees on an own-account basis. Included are businesses primarily engaged in the combined activities driving, booming, sorting and rafting and towing of wood. Barking mills are also included. These businesses include barking (crossing) logs, booming logs, bucking trees, bunching logs, chipping logs, Christmas tree cutting, contract logging, felling trees (logging), fuelwood cutting, log salvaging, log scaling, logs and bolts, untreated wooden pit props, untreated wooden poles and pilings, pulpwood cutting, sawlogs, veneer logs and wood chips.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Logging Industry (SIC 0411)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	698				
Low sales value (\$000's)	(1)	(1)	110	208	422
High sales value (\$000's)	(1)	110	208	422	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	18	6	8	17	42
Inventory	-	-	-	-	-
Other current assets	53	30	27	49	108
Total current assets	72	36	36	66	150
Fixed assets	133	48	63	148	273
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	18	12	8	13	38
<b>Total assets</b>	<b>223</b>	<b>96</b>	<b>107</b>	<b>227</b>	<b>461</b>
<b>Liabilities and equity</b>					
Current loans	15	3	9	14	32
Other current liabilities	56	23	29	54	118
Total current liabilities	70	26	38	68	150
Mortgages payable	-	-	-	-	-
Long term debt	10	2	5	13	21
Other liabilities	62	40	35	64	109
<b>Total liabilities</b>	<b>143</b>	<b>67</b>	<b>78</b>	<b>145</b>	<b>280</b>
<b>Total equity</b>	<b>80</b>	<b>29</b>	<b>28</b>	<b>82</b>	<b>181</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Logging Industry (SIC 0411)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	698				
Low sales value (\$000's)	(1)	(1)	110	208	422
High sales value (\$000's)	(1)	110	208	422	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.0	1.4	0.9	1.0	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	1.8	2.3	2.8	1.8	1.5
Interest coverage ratio (times)	4.3	3.3	4.0	4.3	4.5
Debt ratio (times)	0.6	0.7	0.7	0.6	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Logging Industry (SIC 0411)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	388				
Low sales value (\$000's)	(1)	(1)	126	211	426
High sales value (\$000's)	(1)	126	211	426	
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	26	3	16	32	53
Depreciation	32	10	18	34	66
Other	-2	-5	-6	-6	11
<b>Dividends</b>	-6	-1	-2	-11	-9
<b>Investment activities</b>					
Disposal of fixed assets	19	6	10	25	36
Purchase of fixed assets	-78	-20	-41	-86	-165
Increase in investment	-2	-	-3	-2	-2
Decrease in investment	-	-	-	1	1
<b>Financing activities</b>					
Increase in long term debt	51	40	24	51	88
Repayment of long term debt	-33	-13	-14	-32	-74
Loans from shareholders	8	8	8	5	11
Repayment of loans from shareholders	-18	-40	-11	-7	-13
Advances & loans from government	1	1	-	-	2
Increase in equity	1	-	-	1	5
Decrease in equity	-1	-	-	-1	-3
Other	-	-	-	-	1
<b>Increase(decrease) in cash &amp; equivalents</b>	-	-10	-1	3	8
Cash & equivalents-Beginning of the year	33	31	24	34	44
Cash & equivalents - End of the year	33	20	24	37	52

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Logging Industry (SIC 0411)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	1,263	316,807	10,902	181	92
less than 20	1,187	79,004	2,609	170	91
20 - 99	59	63,895	2,056	6	1
100 - 499	4	33,371	1,182	-	-
500 and over	13	140,537	5,055	5	-
1987					
Total	1,063	363,502	11,392	106	...
less than 20	1,001	84,770	2,665	104	...
20 - 99	48	58,491	1,792	-	...
100 - 499	6	45,483	1,276	1	...
500 and over	8	174,758	5,659	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.



TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Logging Industry (SIC 0411)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	1,607				
Average sales \$	162,466	31,185	52,716	112,158	453,803
Average expense \$	147,057	27,243	42,174	99,530	419,280
Average net profit (loss) \$	15,409	3,942	10,542	12,628	34,523
Businesses reporting a profit (No.)	1,329				
Average sales \$	163,416	31,470	53,257	113,571	455,364
Average expense \$	142,242	24,286	40,084	94,464	410,135
Average net profit \$	21,174	7,184	13,173	19,107	45,229
Businesses reporting a loss (No.)	278				
Average sales \$	157,204	30,324	49,003	105,148	444,339
Average expense \$	173,024	36,194	56,513	124,650	474,740
Average net loss \$	-15,820	-5,870	-7,510	-19,502	-30,401
<b>1986</b>					
Number of observations in sample	2,060				
Average sales \$	159,051	30,316	48,228	105,964	451,697
Average expense \$	149,812	26,477	39,242	106,860	426,670
Average net profit (loss) \$	9,239	3,839	8,986	-896	25,027
Businesses reporting a profit (No.)	1,676				
Average sales \$	160,785	30,295	48,148	107,439	457,256
Average expense \$	139,999	22,137	35,502	88,523	413,835
Average net profit \$	20,786	8,158	12,646	18,916	43,421
Businesses reporting a loss (No.)	384				
Average sales \$	154,145	30,358	48,585	100,435	437,202
Average expense \$	181,667	35,199	55,759	175,571	460,140
Average net loss \$	-27,522	-4,841	-7,174	-75,136	-22,938
<b>1987</b>					
Number of observations in sample	1,195				
Average sales \$	180,948	32,372	60,473	128,365	502,581
Average expense \$	161,810	26,950	47,609	113,105	459,576
Average net profit (loss) \$	19,138	5,422	12,864	15,260	43,005
Businesses reporting a profit (No.)	974				
Average sales \$	183,518	32,805	59,920	129,510	511,837
Average expense \$	157,884	24,741	44,778	107,361	454,655
Average net profit \$	25,634	8,064	15,142	22,149	57,182
Businesses reporting a loss (No.)	221				
Average sales \$	169,546	30,747	64,185	124,163	459,090
Average expense \$	179,683	35,248	66,612	134,172	482,698
Average net loss \$	-10,137	-4,501	-2,427	-10,009	-23,608

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes





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# WHOLESALE LUMBER AND BUILDING MATERIALS

## CANADA

### 1987



SMALL BUSINESS OFFICE



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada





TABLE 1. Selected operating ratios, in percent of sales, 1987

## Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Businesses in sample (No.)	990					
Low sales value (\$000's)	(1)	(1)	169	440	954	
High sales value (\$000's)	(1)	169				

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	56.6	43.3	54.9	62.0	66.3	89.0	63.7	59.5	60.4	64.5	69.0
Occupancy expenses	5.3	7.8	5.8	4.5	3.2	95.5	5.6	9.1	5.8	4.6	3.2
Depreciation	1.6	2.4	1.8	1.3	1.1	84.7	1.9	3.7	2.1	1.3	1.1
Repairs & maintenance	1.0	1.4	1.0	0.9	0.5	62.0	1.6	3.7	1.7	1.3	0.7
Heat, light & telephone	1.2	1.7	1.2	1.0	0.7	85.3	1.4	2.7	1.4	1.0	0.8
Rent	1.5	2.2	1.7	1.3	0.9	58.3	2.7	5.5	2.8	2.0	1.4
Personnel expenses	13.5	12.8	15.4	14.0	11.7	91.0	14.8	17.1	16.9	14.2	11.8
Financial expenses	2.0	2.3	2.4	1.6	1.7	96.1	2.1	2.6	2.5	1.6	1.7
Interest & bank charges	1.4	1.2	1.7	1.2	1.3	82.0	1.6	1.9	2.0	1.3	1.5
Professional fees	0.7	1.1	0.7	0.4	0.4	90.1	0.7	1.5	0.8	0.5	0.4
Other expenses	19.4	29.6	19.1	15.1	14.0	100.0	19.4	29.6	19.1	15.1	14.0
Profit (loss)	3.1	4.2	2.4	2.8	3.1	98.8	3.2	4.2	2.5	2.9	3.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	...	...	...	...	...

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5630 - Wholesale Lumber and Building Materials

Businesses primarily engaged in dealing in lumber, plywood and millwork; paint, glass and wallpaper; and other building materials.

TABLE 2. Balance sheet profile for incorporated businesses only, 1987

Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	860				
Low sales value (\$000's)	(1)	(1)	257	574	1,094
High sales value (\$000's)	(1)	257	574	1,094	(1)
Average (\$000's)					
<b>Assets</b>					
Cash	-	-	-	-	-
Accounts and notes receivable	71	14	39	83	147
Inventory	-	-	-	-	-
Other current assets	150	46	80	177	294
Total current assets	220	60	119	261	441
Fixed assets	64	19	49	73	113
Less: Accum. dep. on fixed assets	-	-	-	-	-
Other assets	20	12	14	16	40
<b>Total assets</b>	<b>305</b>	<b>91</b>	<b>183</b>	<b>349</b>	<b>594</b>
<b>Liabilities and equity</b>					
Current loans	40	10	21	49	80
Other current liabilities	96	33	62	116	172
Total current liabilities	136	42	84	165	253
Mortgages payable	-	-	-	-	-
Long term debt	6	2	4	9	11
Other liabilities	67	23	47	84	115
<b>Total liabilities</b>	<b>210</b>	<b>67</b>	<b>135</b>	<b>258</b>	<b>378</b>
<b>Total equity</b>	<b>95</b>	<b>23</b>	<b>48</b>	<b>92</b>	<b>216</b>

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1987

Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	860				
Low sales value (\$000's)	(1)	(1)	257	574	1,094
High sales value (\$000's)	(1)	257	574	1,094	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.6	1.4	1.4	1.6	1.7
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.2	2.9	2.8	2.8	1.8
Interest coverage ratio (times)	3.1	0.7	2.4	3.0	3.6
Debt ratio (times)	0.7	0.7	0.7	0.7	0.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1987  
Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	520				
Low sales value (\$000's)	(1)	(1)	302	627	1,144
High sales value (\$000's)	(1)	302	627	1,144	17
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	22	9	9	19	51
Depreciation	10	4	8	12	16
Other	-12	-3	5	-19	-33
<b>Dividends</b>	-5	-3	-2	-6	-9
<b>Investment activities</b>					
Disposal of fixed assets	6	9	4	5	7
Purchase of fixed assets	-23	-8	-25	-23	-38
Increase in investment	-5	-13	-1	-1	-6
Decrease in investment	3	1	-	3	6
<b>Financing activities</b>					
Increase in long term debt	15	4	15	18	21
Repayment of long term debt	-10	-2	-12	-12	-14
Loans from shareholders	8	4	5	13	8
Repayment of loans from shareholders	-9	-10	-4	-11	-12
Advances & loans from government	-	-	-	-	-
Increase in equity	2	2	-	4	1
Decrease in equity	-1	-	-	-2	-1
Other	-	-	-	-	-
<b>Increase(decrease) in cash &amp; equivalents</b>	-2	-7	2	-	-4
<b>Cash &amp; equivalents-Beginning of the year</b>	-6	8	-2	-6	-23
<b>Cash &amp; equivalents - End of the year</b>	-8	1	-	-7	-27

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$25,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1984-1987 based on SIC classification in 1987  
Canada, Wholesale Lumber and Building Materials (SIC 563)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1984					
Total	4,712	1,058,635	55.881	522	321
less than 20	3,970	358,825	18,859	457	280
20 - 99	578	327,424	17,332	45	36
100 - 499	113	179,459	9,449	10	5
500 and over	51	192,987	10,241	10	-
1987					
Total	4,957	1,499,069	68.494	636	...
less than 20	4,041	449,057	20,532	580	...
20 - 99	721	508,097	23,157	41	...
100 - 499	145	327,807	15,012	13	...
500 and over	50	214,108	9,793	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

SOURCE: Small Business and Special Surveys Division, Statistics Canada.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1985-1987  
Canada, Wholesale Lumber and Building Materials (SIC 563)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1985</b>					
Number of observations in sample	598				
Average sales \$	643,872	89,657	334,842	719,592	1,431,395
Average expense \$	619,717	100,544	298,328	693,988	1,386,008
Average net profit (loss) \$	24,155	-10,887	36,514	25,604	45,387
Businesses reporting a profit (No.)	475				
Average sales \$	654,028	89,465	344,482	727,060	1,455,104
Average expense \$	611,752	80,314	290,296	684,541	1,391,857
Average net profit \$	42,276	9,151	54,186	42,519	63,247
Businesses reporting a loss (No.)	123				
Average sales \$	594,271	89,947	301,321	692,406	1,293,409
Average expense \$	634,412	131,043	326,256	728,380	1,351,967
Average net loss \$	-40,141	-41,096	-24,935	-35,974	-58,558
<b>1986</b>					
Number of observations in sample	630				
Average sales \$	644,231	77,853	291,404	771,400	1,436,267
Average expense \$	623,033	65,993	277,782	749,099	1,399,258
Average net profit (loss) \$	21,198	11,860	13,622	22,301	37,009
Businesses reporting a profit (No.)	495				
Average sales \$	647,679	71,283	296,482	774,674	1,448,277
Average expense \$	613,225	52,817	271,150	736,709	1,392,222
Average net profit \$	34,454	18,466	25,332	37,965	56,055
Businesses reporting a loss (No.)	135				
Average sales \$	631,500	95,428	277,797	761,207	1,391,568
Average expense \$	652,478	101,239	295,555	787,679	1,425,440
Average net loss \$	-20,978	-5,811	-17,758	-26,472	-33,872
<b>1987</b>					
Number of observations in sample	1,202				
Average sales \$	609,791	85,315	299,084	678,659	1,376,107
Average expense \$	590,910	84,127	292,229	658,268	1,329,016
Average net profit (loss) \$	18,881	1,188	6,855	20,391	47,091
Businesses reporting a profit (No.)	867				
Average sales \$	613,917	79,595	299,604	680,022	1,396,445
Average expense \$	579,581	69,145	275,611	644,227	1,329,341
Average net profit \$	34,336	10,450	23,993	35,795	67,104
Businesses reporting a loss (No.)	335				
Average sales \$	587,990	96,502	298,120	674,027	1,283,309
Average expense \$	617,493	113,432	323,008	705,995	1,327,535
Average net loss \$	-29,503	-16,930	-24,888	-31,968	-44,226

(1) These estimates are based on a sample of businesses reporting sales between \$25,000 and \$2,000,000.

See Table 1 for symbols and notes

















